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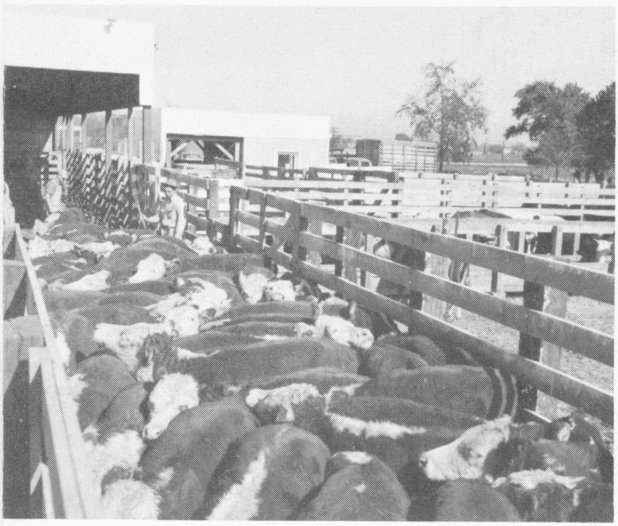
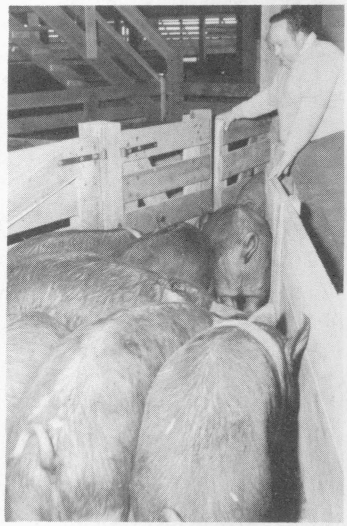
LIVESTOCK MARKETING in the NORTH CENTRAL REGION

I. Where Farmers and Ranchers Buy and Sell

R. R. NEWBERG





Agricultural Experiment Stations of Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin, and the U. S. Department of Agriculture, cooperating.

Research Bulletin
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FOREWORD

In November, 1942, the South Dakota Agricultural Experiment Station published Bulletin 365, entitled "Marketing Livestock in the Corn Belt Region." This Bulletin reported the results of a study which had as its purpose to determine the number, type and location of marketing agencies, and processors, how and where farmers sell and buy livestock of various kinds and the marketing methods and practices followed by farmers, by the middlemen who handle livestock and by processors: Fourteen State Agricultural Experiment Stations and the U. S. Bureau of Agricultural Economics cooperated and undertook the study simultaneously. The study was based on transactions in the year 1940.

This was a pioneering effort in regional research and presented, for the first time, a broad picture of the livestock marketing system of an important geographical area of the United States. Copies of the bulletin were eagerly sought by farmers, farm leaders, livestock marketing agencies, state and federal research and service agencies and others.

Since that study was made a number of events occurred which had an important impact on the livestock marketing system—some of temporary significance but some of long term significance. These included such events as, (1) World War II and the accompanying price control and rationing and control of transportation programs; (2) the post-war inflationary spiral; (3) the Korean War; (4) the sharp break in livestock prices following the Korean War which was accompanied by drouth and short feed crops in many areas; (5) shifting population, (a) from rural to urban areas and (b) from one geographical region to another, particularly to the West and Southern, (6) changing patterns and methods of production of livestock.

The question has arisen of how and to what extent the livestock marketing picture has changed as a result of these and other factors. Accordingly, preparations were made to undertake another study to describe and analyze the livestock marketing system using 1956 as the base year. Using appropriate sampling techniques and carefully developed schedules, research workers in each of the states obtained data from farmers and others for tabulation and analysis. Agricultural Experiment Stations in 12 North Central States and Kentucky along with the Agricultural Marketing Service of the United States Department of Agriculture cooperated in the research. This publication is the first in a series of publications resulting from the research. The results are presented for the benefit of farmers, marketing agencies, processors and others interested in an efficient livestock marketing system.

C. Peairs Wilson, Kansas
Administrative Advisor

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Livestock Marketing

In the North Central States

Part 1. Where Farmers and Ranchers Buy and Sell

BY RICHARD R. NEWBERG[1]

Chapter I—Introduction

The North Central States and Kentucky furnish approximately 80 percent of the nation's total pork supply, and 50 percent of the beef, veal, and lamb, (Table I—1). These 13 states contribute over three-fifths of the United States farm production of meat animals.

With less than one-third of the United States population living within this area, a large surplus is available for shipment to other Regions. Approximately one-half of the total meat animal production in the North Central States is consumed outside the Region. Most of the excess production goes to meat-deficit areas in the North Atlantic and South Atlantic Regions, which together contribute less than 10 percent of the farm production of meat, but contain approximately 40 percent of the United States population.

The North Central States rank first in total livestock slaughter. In 1954, they accounted for 59 percent of the United States total, (Figure 1). Most of the surplus in the North Central States is slaughtered within the Region and shipped out in the form of fresh or processed meat. However, large numbers of live animals also are moved from farms in the Region for slaughter in Eastern cities.

Within the North Central States substantial differences exist in the ratio of production to consumption of meat. In 1954 the East North Central States contributed 23 percent of the farm production of meat and had 22 percent of the population. In contrast, the 7 states which make up the West North Central States contributed 40 percent of the farm production of meat, but had only nine percent of the Nation's population. The West North Central States con-

[1]The author is an Associate Professor of Agricultural Economics, Ohio Agricultural Experiment Station, and Cooperative Agent, U. S. Department of Agriculture, Agricultural Marketing Service. The executive committee, G. F. Henning, H. M. Riley and A. R. Eckert, had responsibility for direction of study and preparation of this report.

tributed most of the surplus meat (above consumption) available for shipment to other regions. The East North Central States consumed about the same total tonnage of meat as was produced on farms and slaughtered in the area, (Figures 1 and 2).

Sale of livestock ranks as the major source of cash farm income of farmers in the North Central States. In 1956, 39.8 percent of the total cash farm income of these 13 states was obtained from sale of cattle, calves, hogs, and sheep and lambs. Of this total, 56 percent was obtained from sale of cattle and calves, 41 percent from sale of hogs, and the remaining 3 percent from sale of sheep and lambs, (Table I—2).

The percentage which receipts from sale of livestock made up of total cash farm receipts varied among the states from a high of 60.6 percent in South Dakota and Iowa and 54.8 percent in Nebraska to a low of 17.0 percent in Michigan and 20.5 percent in North Dakota and 21.1 percent in Wisconsin.

Major Livestock Production Areas

Cattle, calves, hogs, and sheep are to be found in all parts of the 13-state area, but the importance of the various classes differs widely from one part to another. Due to the intermingling of all classes, it is difficult to draw lines exactly dividing the area according to major types of livestock production. However, some rather rough divisions can be made.

The area which includes the southern parts of Minnesota, Wisconsin, and Michigan, the western parts of Ohio and Kentucky, the eastern parts of North Dakota, South Dakota, Nebraska, and Kansas, the northern part of Missouri, and most of Iowa, Illinois, and Indiana is the Central Corn Belt, where cattle, hog and lamb production and fattening are the main livestock enterprises, (Figure 3). It is this Central Corn Belt which markets the major part of the nation's fed slaughter livestock.

Production of feeder cattle, feeder pigs, and feeder lambs for sale is important in many sections of the region. However, it tends to be concentrated more in the rougher, less tillable parts of the region surrounding the major corn producing area.

In general, the western parts of North Dakota, South Dakota, Kansas, and Nebraska are characterized by range conditions where feeder cattle and feeder lambs are the principal classes of livestock marketed.

Dairying is the main livestock enterprise in the area bordering on the Great Lakes. Heavy dairy production also is found in the fluid milk sheds surrounding the large cities and other densely populated areas of the region. In these dairy areas, cull cows and veal calves account for most of the livestock sales of farmers. In parts of the Great Lakes area, dairy farmers combine production of feeder pigs with their dairy enterprises.

Figure I-1

Farm Production of All Meat, Livestock Slaughter, and Population by Regions as a Percent of the United States Total, 1954

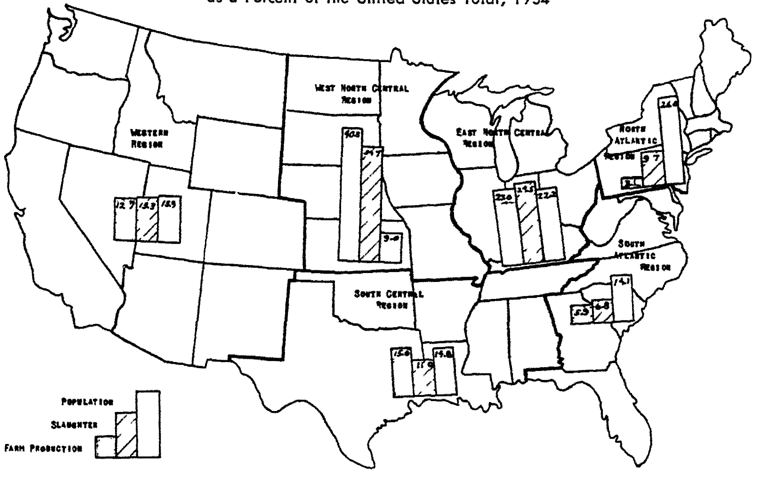
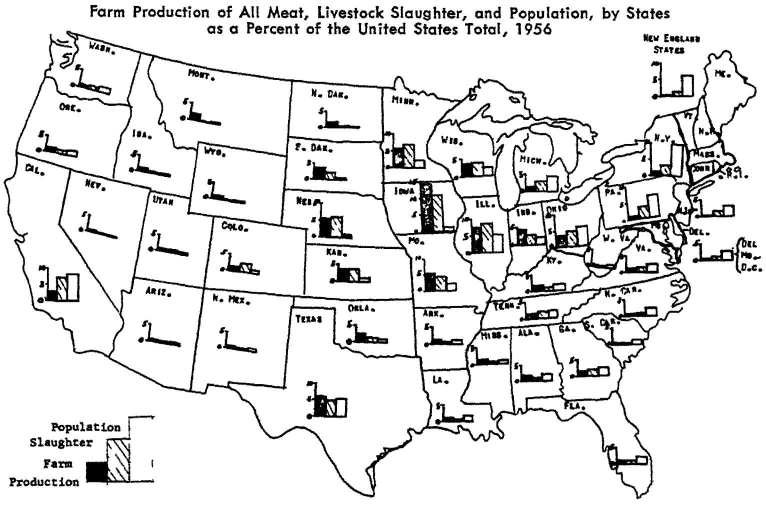


Figure I-2

Farm Production of All Meat, Livestock Slaughter, and Population, by States as a Percent of the United States Total, 1956

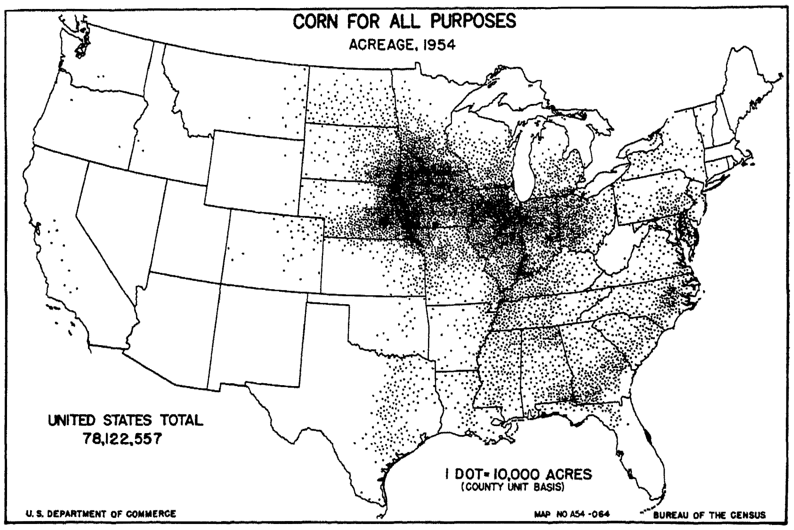


Importance of Livestock Markets

Since livestock holds an important position in the corn belt, the availability of adequate livestock markets is vitally important to farmers and consumers. With the relatively long distances from point of production to the point of consumption, an adequate market structure is doubly important. The variation in the livestock enterprises in various sections of the corn belt and the wide variety of livestock on each farm make the job of marketing livestock a complex one. Continuous changes taking place in production, marketing, and processing of livestock also tend to complicate the marketing problem. The needs of the livestock industry are two-fold: (1) to keep abreast of recent changes in the livestock marketing and, (2) to determine what additional changes are needed to meet these new conditions. These needs have given rise to this study.

The 1940 study, "Marketing Livestock in the Corn Belt Region"[1] provides a benchmark from which change in the livestock market may be measured. The period from 1940 to 1957 was characterized by rapid technological developments in nearly all areas of the economy. Farming methods and conditions were strongly affected by conditions during and following World War II. A high wartime demand for agricultural produce followed by high levels of peacetime prosperity stimulated technological improvements in farming methods. Bigger and more automatic farm machinery and equipment not only released the farmer from some of the heavy physical labor, but also made it possible for him to produce much more.

FIGURE I—3



[1] "Marketing Livestock in the Corn Belt Region," Bulletin No. 365 of the South Dakota State Experiment Station, November, 1942.

Farm output per man-hour of labor about doubled from 1940 to 1957.[1] Number of farmers selling livestock in the North Central States declined from 1,686,000 in 1949 to 1,474,000 in 1954, (Table X—1).

Although technology released the farmer from much heavy work and made possible the rapid expansion in output per-man hour, it also made quite heavy demands on the farmer's time in keeping abreast of new developments. Better methods of communication and transportation enabled the farmer to keep up better with day-to-day and even hour-to-hour changes in markets for farm produce.

The continued high levels of consumer income have brought with them a more selective demand for livestock products which has had its impact on the livestock industry ranging from selection of breeding animals to retailing of meat. Methods and channels used in marketing livestock in particular have changed as a result of these factors. The livestock marketing structure has been forced to make substantial shifts to meet changing conditions in agricultural technology and consumer demand. Changes have taken place in the number and location of various types of outlets and also in the volume marketed through various types of outlets. Also the number of functions performed by the different types of market organizations has changed. The trend appears to be toward market organizations increasing their services for farmers.

Types of Markets for Livestock Sold by Farmers

Since definitions of livestock market organizations are to some extent based on functions performed, the increased variety of functions adopted by various organizations as a standard practice makes comparison with earlier studies difficult. It also complicates comparison between various parts of the 13 state area. Major outlets used by farmers differ substantially from one part of the region to another and from one class of livestock to another. Terms commonly used by farmers in referring to the various types of outlets are not uniform from one area to another. These terms sometimes fail to differentiate adequately between certain types of outlets.

In order to eliminate some of the confusion of terminology in collecting the data, a set of definitions was developed and supplied to interviewers for use in the field. The definitions used were intended to apply only to farm sales and purchases. They may not adequately differentiate between types of markets at other levels in marketing channels.

Terminal Public Markets—These markets are referred to as public stockyards, central public markets, or terminal markets. Livestock is consigned to commsision firms for selling at these markets. Two or more commission firms must operate on such a market. A stockyard company owns and maintains the physical facilities, such as yards, alleys, scales, loading, and unloading docks, office buildings, facilities for feeding and watering livestock. Individuals, part-

[1]Agricultural Outlook Charts, 1958, U.S.D.A., A.M.S., A.R.S., Washington, D. C., 1957, p. 12.

nerships, corporations, and cooperative associations operate as commission agencies on terminal public markets.

Auctions—Auctions also may be called sale barns, community sales, community auctions. Livestock auctions receive livestock and sell to buyers on an auction basis. Bidding and selling are open to the public. They may be owned privately by individuals, partnerships, corporations, or cooperative associations.

Local Markets, Concentration Yards—These may be referred to as local stockyards, union stockyards, etc. At such markets livestock is purchased from farmers on a lot or graded basis, usually is resorted and sold to slaughterers, to order buyers, or to other markets. All have fixed facilities, such as chutes, pens, etc., for handling livestock. Livestock are purchased directly from the farmer at these fixed facilities. Individauls, partnerships, corporations, or cooperative associations may own and operate these markets.

Country Dealers—These are independent operators who buy and sell livestock. They may resell the livestock to any of the outlets used by farmers. Country dealers also may be referred to as local dealers, truck buyers, traveling buyers, traders, or in some areas scalpers or pinhookers. Most of their dealing is with farmers. Trading usually is done at the farmer's home. Local markets differ from dealers primarily in the place of purchase. Dealers purchase primarily at the farm, while local markets buy mostly at their own yards.[1]

Packer Buyers—Packer buyers are employed by slaughterers. They travel in the country and buy livestock from the farmer, usually in his own feedlot. The farmer's check for the stock is drawn on a packing company. If the buyer issues his own pay check, he is assumed to be acting as a country dealer.

Packing Plants and Packer Buying Stations—Livestock may be sold by a farmer to the slaughtering plant or to yards owned and operated some distance away from the slaughtering plant. The farmer gets the check from the packing company. These outlets are called packing plants or packer buying stations. In some states, packer buying stations are called concentration yards. However, for this study, the term buying station was used.

Order Buyers—Order Buyers act as agent of livestock buyers in procurement of livestock. Most commonly they buy through terminal markets or auctions or from dealers and local markets. However, they also occasionally act as the agent of the buyer in purchase of livestock directly from farmers. In procuring livestock order buyers sometimes are authorized to execute a draft on the funds of the purchaser. However, they commonly pay with their own check. If the agent takes title to the livestock and pays with his own check he is acting essentially as a dealer. In recording sales where the order buyer or agent obtained livestock directly from farmers and paid with his own check, the sales are classified as dealer sales. Where the check was drawn on a packer the sales are classified as direct packer sales. Where the check was drawn on a farmer or feeder the sales are recorded as sales to other farmers.

Other Farmers—One farmer may sell breeding or feeding stock to another farmer or to members of calf clubs. This includes auction sales which a farmer may hold when liquidating all his livestock and other farm assets when he is going out of business or for similar reasons.

Locker Plants and Retailers—Occasionally, farmers sell a few head of livestock to local locker plant, or to a store which retails the meat itself. These are recorded as sales to locker plants or retailers.

Pools—In some areas lambs from many farmers are pooled by grades and sold by grades to slaughterers. The farmers then share the receipts from the sales on the basis of each grade they supplied. This type of selling is referred to as a lamb pool.

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[1]Dealers also buy from other types of market agencies particularly local markets, other dealers and auctions, and terminals, but for the interviews used in the farm survey only purchases made directly from farmers were involved Some individuals combine a farming and livestock dealing operation. Where this was true the individual was defined as a dealer only if his dealer operations were a more important source of income than his farming operation.

Special Type Auctions—Special auctions are held primarily for feeder calves and cattle. Generally, these sales are held at infrequent intervals. Sales of livestock through these types of outlets were separated out and recorded as special type auctions.

Cooperative Shipping Associations—These organizations, which are owned and operated by farmers, assemble livestock from farmers, load the livestock and ship cooperatively by rail or truck to a market, usually where the selling function is performed by commission men. The primary function of cooperative shipping associations is assemblying and forwarding livestock.

Cooperative Selling Associations—These are cooperatives which operate much like the cooperative shipping associations, but generally they perform more services in obtaining bids on livestock, selecting outlets for livestock and providing information for the farmers. The precise functions they performed vary from one area to another. Where a cooperative actually takes title to the livestock, it is defined as a "local market," not a cooperative shipping association. Where the cooperative may only act as a cooperative commission firm as at a terminal, it is not a cooperative selling association as defined here. In such a case the sales are recorded as terminal market sales.

In many cases, cooperatives operated auction markets on a certain day or days of the week, purchased livestock directly from farmers outside the ring all week, and also may have handled farmers livestock essentially as a commission agent selling the livestock to other agencies. Many independently owned auction markets also regularly purchased livestock directly on non-auction days or outside the ring on auction days. Where livestock went to such multi-functional organizations, the interviewers attempted to ascertain the method of sale of the particular lots of the farmers' livestock and the livestock sales were recorded accordingly.

Number and Location of Various Types of Livestock Markets In the North Central States and Kentucky

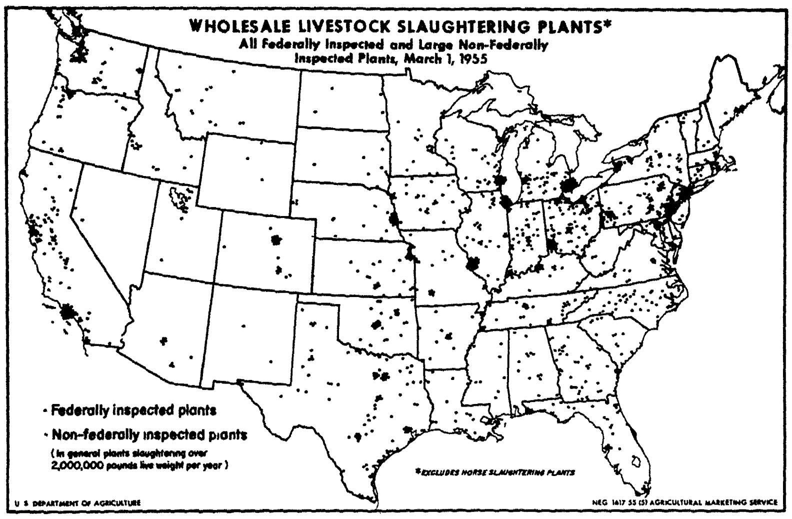
Terminal markets, auctions, dealers, local markets, and packing plants and packer buying stations were the most important types of markets available to farmers selling livestock. There were well over 8,000 of these markets operating in the 13-state area. Dealers made up the largest percentage of this total, (65 percent). Auctions ranked second in total number. Terminal markets accounted for only 0.3 percent of the estimated total, (Table I-4).

There were approximately 534 wholesale slaughtering plants scattered throughout the North Central States, (Figure 4). In addition to these outlets, there were large numbers of local slaughterers and locker plants and retailers who purchased mainly slaughter livestock, (Figure 5). Direct sale to other farmers provided a major market outlet for non-slaughter livestock in the Region.

Some types of market agencies such as cooperative shipping associations, which were quite important in 1940, were seldom encountered in the 1956 survey. By 1957, most of these shipping or selling associations had either disappeared or taken on new functions such that they no longer could be defined simple as shipping or selling associations.

The number of dealers also declined greatly between 1940 and 1956. In 1940 there were an estimated 9,884 dealers operating in the 13 states. By 1956, there were only about one-half that many.

FIGURE I—4

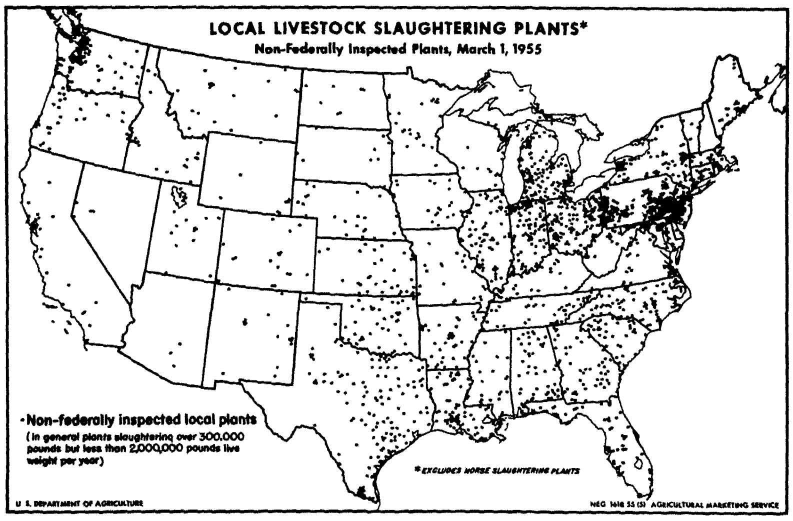


Number of terminals, auctions, local markets and packing plants was almost the same in 1956 as in 1940.

Procedure

The methodology for this study was developed by members of the North Central Livestock Marketing Technical Research Committee and representative of the United States Department of Agriculture. The general area covered by the study includes the 12 North Central States and Kentucky.

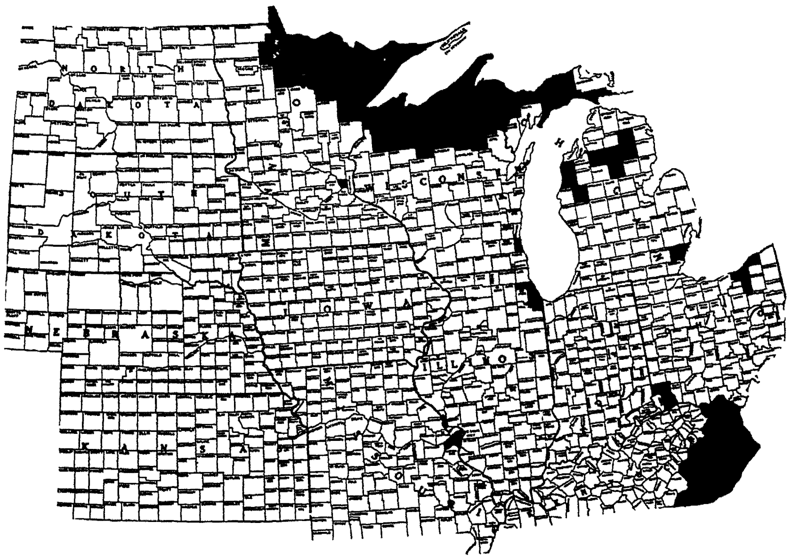
FIGURE I—5



However, to reduce sampling costs, some counties in which livestock sales were very small, were eliminated from the sample. The areas eliminated included Northeastern Minnesota, Northern Wisconsin, Northern Michigan, Eastern Kentucky, and a few of the highly urban counties. The areas eliminated are blacked out on Figure 6. Sales of livestock in the area thus eliminated amounted to only 0.3 percent of the total livestock sales for the 13 states.

FIGURE I—6

Areas in the North Central States Not Included in the Farmers' Survey. (Blacked Out Areas Were Omitted)



The primary data used in the study were obtained from a 1957 survey conducted in 12 states and a 1953-54 survey conducted in Iowa. In the 12-state area, data covering 1956 livestock sales and purchases by farmers were obtained. Iowa data covering 1953-54 were adjusted to 1956 basis for comparability.[1]

A uniform basic questionnaire was used in 11 of the 12 states covered in the 1957 survey. This schedule was divided into several parts designed to provide data on various aspects of the farmer's livestock buying and selling patterns, the characteristics of the various transactions made, and the motivations leading to the selection of different market outlets or sources for livestock.[2]

[1]Hereafter, the 1957 survey in the 12-state area will be referred to as the regional survey

[2]The schedule used in Nebraska in 1957 covered sales and purchases in all three species, but was not laid out in precisely the same manner, and some of the questions on motivation were not used.

In both the 1953-54 and the 1957 surveys, the data were collected from individual farmers by personal interview. A farmer was included only if he actually sold livestock during the calendar year covered by the survey.

The questionnaire provided for a complete enumeration of all of the lots of livestock sold and purchased by the farmer for the calendar year 1956. Data also were collected on market news sources used, availability of outlets, types of livestock operation and many other factors which it was felt might have influenced the farmer in his choice of a market in buying or selling livestock. Where possible, information was taken directly from the farmer's records.

The sampling plan for the region was based on the United States Census Master Sampling Plan and was drawn by the Purdue Statistical Laboratory. The sample was designed to provide a fairly constant sampling rate for all areas within each state. However, the sampling rate varied between states from a low of about 1 in 250 farmers selling livestock to a high of about 1 in 90.

After the schedule had been developed and the sample selected, interviewers were trained by the technical committee members and sent to the field early in 1957. Interviewers were supervised by the technical committee during the period data were being collected.

After the interviewing was completed, the schedules were edited locally and the schedules then were shipped to Michigan State University where the information was punched on cards. From there the cards were shipped to Ohio State University for tabulation and analysis.

Reliability of Estimates

The study was designed primarily to provide a maximum reliability of estimates of channels used by farmers in selling livestock in 1957. The primary data in the bulletin were collected on approximately 50,000 sales and 10,000 purchases covering one full year of sales and purchases by the 7,000 farmers interviewed.

The data were expanded by use of Agricultural Marketing Service estimated total sales for 1956. The Agricultural Marketing Service estimates include only sales for slaughter, and sales through terminal markets and reported inter state sales. The survey results provided a breakdown of sales figures between the categories reported by the Agricultural Marketing Service and other categories. Thus by using the two sets of data together it was possible to estimate total sales of livestock by farmers for each state in 1956. The state estimated totals were used primarily as a basis for obtaining weighted estimates of percentage of each class of livestock sold through the various outlets in the two parts of the Region and for the Region as a whole.[1]

[1]Essentially the same procedure was used in obtaining estimates of total purchases and in weighting purchase data.

The reliability of data varies considerably between classes and between states. Estimates are most reliable for those classes which were most commonly sold by livestock farmers in the particular state.[1] In general, for classes of livestock for which 50 percent or more of the farmers in the state reported sales, the percentage figures on outlets used for the state are expected to be within 95 percent confidence limits of $\pm$ 4 to 6 percentage points.[2] In most states this would include slaughter hogs, slaughter steers and heifers, veal calves, other slaughter cattle and calves. It also would include feeder steers and heifers and calves under 500 pounds in the major feeder cattle producing states, and feeder pigs in the major feeder pig producing states. For these major classes, Region totals are expected to be within confidence limits of $\pm$ 1 to 2 percentage points.

The number of farmers reporting sales of sheep and lambs were relatively small in all states. Consequently it was not felt that data were sufficient to give reliable estimates for individual states. Data for sheep and lambs are shown for the two parts of the region and for the region as a whole. Region data on sales of sheep and lambs through various types of markets are expected to have confidence limits of within $\pm$ 2 to 3 percentage points.

Individual state data on outlets used in selling most classes of breeding livestock must be used with caution since numbers of farmers which reported sales of breeding animals was quite limited in most states. However, region estimates are expected to be quite reliable.

Calculation and presentation of confidence limits for all of the tables and figures in the bulletin would be too time consuming and require to much space. Therefore, in most of the tables the actual number of head reported by the farmers interviewed are given in order that the reader may note the size of sample and evaluate the reliability of percentages shown.

It was possible to make some checks of the survey data against actual reported animal market sales in the 13 states. For example, the survey estimates showed 23.5 million head of hogs from the 13 states were sold through terminals. Actual reported sales through terminal markets were 24.1 million head. Much of this difference may be accounted for by sales of hogs from other states through terminal markets in the thirteen state area and by resales by packers through terminal markets. Thus, the estimated percentage (34.8) of slaughter hogs sold through terminals is expected to have a sampling error of less than 1 percentage point. Checks are not available for percentages sold through other types of outlets, but data are expected to show similar levels of reliability.

[1]Table X-1 shows the number of farmers in the region selling livestock and the number selling each specie as reported in the 1954 census.

[2]A rough estimate of the 95 percent confidence limits for estimates of sales (or purchases) through various types of outlets for a particular class in a state may be obtained by the following formula·

The approximate 95% confidence (in %) $= P \pm \sqrt{\frac{100}{N}}$, where N is the number of livestock farmers selling (or buying) the particular class in the sample.

TABLE I—1

Production and Marketings of Livestock by Species, by States, North Central States and Total for United States, 1956

State	CATTLE & CALVES		HOGS		SHEEP & LAMBS	
	Production	Marketings	Production	Marketings	Production	Marketings
	thousands of lbs.		thousands of lbs.		thousands of lbs.	
Ohio..........	638,750	743,665	973,744	952,404	61,672	66,532
Indiana.........	716,870	838,740	1,629,810	1,609,515	36,591	46,902
Illinois..........	1,444,315	2,140,995	2,515,986	2,505,116	44,365	72,241
Michigan........	464,435	530,185	266,997	252,102	21,091	23,461
Wisconsin........	950,320	922,580	706,426	672,346	16,380	18,840
Minnesota.......	1,202,895	1,414,785	1,285,788	1,309,498	68,452	83,862
Iowa............	2,263,245	3,480,825	4,240,777	4,373,157	89,230	145,846
Missouri.........	1,271,920	1,459,800	1,387,221	1,344,196	58,929	73,324
North Dakota....	627,470	633,110	129,611	122,011	35,554	39,074
South Dakota....	1,053,070	1,284,900	524,528	570,538	75,428	86,598
Nebraska........	1,748,340	2,285,085	785,368	878,928	39,278	83,474
Kansas..........	1,543,405	2,216,440	311,557	309,447	38,958	57,430
Kentucky........	474,005	551,725	393,924	306,869	41,675	45,755
Total 13 States...	14,399,040	18,502,835	15,151,737	15,206,127	627,603	843,339
Total U. S........	27,854,645	34,981,680	18,832,582	17,971,067	1,563,886	2,023,342
Percent 13 States are of U. S.....	51.69%	52.89%	80.45%	84.61%	40.13%	41.68%

Source: Farm Income Situation, February, 1957. Meat Animal Farm Production, Disposition, and Income by States, 1955-1956.

TABLE I—2

Cash Receipts from Livestock Marketing and Total Cash Receipts for all Farm Marketing by States, 13 North Central States and total for United States, 1956

State	Cash Receipts from Livestock Marketings				Total Cash Farm Receipts	Percent Receipts from Sale of Livestock are of Total Cash Receipts
	Cattle	Hogs	Sheep & Lambs	TOTAL		
	thousands	thousands	thousands	thousands	thousands	percent
Ohio............	$ 122,682	$ 141,783	$ 11,040	$ 275,505	$ 1,012,091	27.22
Indiana..........	145,775	234,068	8,127	387,970	1,017,338	38.14
Illinois..........	377,125	364,129	12,460	753,714	1,926,270	39.13
Michigan........	73,932	36,966	3,983	114,881	677,584	16.95
Wisconsin........	116,100	96,350	3,033	215,483	1,020,372	21.12
Minnesota.......	211,829	187,117	14,039	412,985	1,283,057	32.19
Iowa............	630,335	621,569	25,757	1,277,661	2,108,766	60.59
Missouri.........	229,856	195,658	12,782	438,296	966,521	45.35
North Dakota.....	86,852	16,737	5,940	109,529	535,094	20.47
South Dakota....	197,366	78,303	14,205	289,874	478,335	60.60
Nebraska........	387,420	124,171	15,414	527,005	962,227	54.77
Kansas..........	315,189	45,152	10,468	370,809	818,775	45.29
Kentucky........	81,087	45,763	8,457	135,307	528,021	25.63
Total 13 States...	$2,975,548	$2,187,766	$ 145,705	$5,309,019	$13,334,451	39.81
Total U. S........	$5,306,684	$2,609,543	$ 329,623	$8,245,850	$29,998,557	27.49
Percent 13 States are of U. S.....	56.07%	83.84%	44.20%	64.38%	44.45%	.....

Source: Meat Animals, Farm Production, Disposition, and Income by States, 1955-1956. United States Department of Agriculture.

TABLE I—3

Meat and Milk Production, and Per Capita Meat Consumption, United States, 1940-1956

Year	BEEF[1] Prod.	BEEF[1] per Cap. Cons.	VEAL[1] Prod.	VEAL[1] per Cap. Cons.	PORK[1] Prod.	PORK[1] per Cap. Cons.	LAMB & MUTTON[1] Prod.	LAMB & MUTTON[1] per Cap. Cons.	MILK[2] Prod.	TOTAL[4] U. S. Pop.
	mil. lbs.	lbs.	mil. lbs.	lbs.	mil. lbs.	lbs.	mil. lbs.	lbs.	mil. lbs.	thous.
1940......	7,175	54.9	981	7.4	10,044	73.5	876	6.6	109,412	131,954
1941......	8,082	60.9	1,036	7.6	9,528	68.4	923	6.8	115,088	133,121
1942......	8,843	61.2	1,151	8.2	10,876	63.7	1,042	7.2	118,533	133,920
1943......	8,571	53.3	1,167	8.2	13,640	78.9	1,104	6.4	117,017	134,245
1944......	9,112	55.6	1,738	12.4	13,304	79.5	1,024	6.7	117,023	132,885
1945......	10,276	59.4	1,664	11.9	10,697	66.6	1,054	7.3	119,828	132,481
1946......	9,373	61.6	1,443	10.0	11,150	75.9	968	6.7	117,697	140,054
1947......	10,432	69.6	1,605	10.8	10,502	69.6	799	5.3	116,814	143,446
1948......	9,075	63.1	1,423	9.5	10,055	67.8	747	5.1	112,671	146,093
1949......	9,439	63.9	1,334	8.9	10,286	67.7	603	4.1	116,103	148,665
1950......	9,534	63.4	1,230	8.0	10,714	69.2	597	4.0	116,602	151,234
1951......	8,837	56.1	1,059	6.6	11,481	71.9	521	3.4	114,681	153,384
1952......	9,650	62.2	1,169	7.2	11,527	72.4	648	4.2	114,671	155,761
1953......	12,407	77.6	1,546	9.5	10,006	63.5	729	4.7	120,221	158,313
1954......	12,963	80.1	1,647	10.0	9,870	60.0	734	4.6	122,094	161,191
1955......	13,569	82.0	1,578	9.4	10,991	66.8	758	4.6	123,454	164,303
1956......	14,462	85.4	1,632	9.5	11,221	67.5	741	4.4	125,474[3]	167,259
1957......	14,211	84.5	1,528	8.8	10,482	61.5	707	4.2	126,381[3]	170,333

[1] Livestock Market News Statistics and Related Data, 1956, U. S. Dept. of Agriculture, Agricultural Marketing Service, p. 67, Table 67.
[2] Agricultural Statistics, 1956, U. S. Dept. of Agriculture, Table 528, p. 369.
[3] Statistical Abstracts of the United States, 1958, p. 681.
[4] Statistical Abstracts of the United States, 1958, p. 5.

TABLE I—4

Estimated Number of Livtstock Market Outlets of Various Types in Operation in the North Central States, by States, 1940[7] and 1956

State	Terminals 1940	Terminals 1956	Auctions 1940	Auctions 1956	Dealers 1940	Dealers 1956	Local Markets[5] 1940	Local Markets[5] 1956	Slaughtering Establishments[6] 1940	Slaughtering Establishments[6] Wholesale 1955	Slaughtering Establishments[6] Local 1955	Slaughtering Establishments[6] Total 1955
Illinois.............	3	5	124	85	572	200[9]	37	31	72	62	73	135
Indiana..............	3	4	54	73	384	456	86	103	43	47	89	136
Kentucky............	1	1	48	64	350	424	25	20	33	25	21	46
Michigan............	1	1	45	52	976	424	18	28	57	86	113	199
Ohio.................	3	3	85	71	1007	159	77	134	158	112	133	245
Wisconsin...........	1	1	4	15	990	1005	1	187	29	47	12	59
East North Central States......	12	13	360	360	4279	2668	244	503	392	379	441	820
Iowa................	1	1	185	170	1247	453	43	34[3]	30	28	21	49
Kansas..............	2	2[1]	116	131	922	150	1	9	44	28	33	61
Minnesota[4]...........	1	1	45	44	1081	478[8]	7	99	9	19	24	43
Missouri.............	5	4	105	108	1277	546	5	32	44	39	20	59
Nebraska............	1	1	118	110	119	316	10	4	23	29	21	50
North Dakota.........	1	1	18	27	441	150	8	5	5	4	7	11
South Dakota........	1	1	49	63	514	640	1	...	9	8	9	17
West North Central States......	12	11	636	653	5601	2733	75	183	164	155	135	290
Region..............	24	26	996	1013	9880	5401	319	686	556	534	576	1110

[1] Excludes Kansas City Terminal, part of which is in Kansas.
[2] This does not include 204 Order Buyers operating in Iowa.
[3] These are local cooperatives, most of which operate in a manner very similar to local markets.
[4] Minnesota also reports 200 local Cooperative Shipping Associations.
[5] For 1940 Local Markets included concentration yards of packers.
[6] Number of plants in 1955 obtained from, "Number of Slaughter Establishments March 1, 1955." Agricultural Marketing Service, U.S.D.A., June 15, 1955.
[7] 1940 data taken from "Marketing Livestock in the Corn Belt Region", November 1942, South Dakota Agricultural Experiment Station, Bulletin Number 365.
[8] Minnesota had 478 firms operating as dealers. The Minnesota Railroad and Warehouse Commission had record of licenses issued for 625 buyers and 500 buyer's agents.
[9] This is the estimated number of full time dealers in Illinois. It is estimated that about 800 more individuals in the State do some livestock dealing

TABLE I–5

Livestock on Farms, January 1, United States and 13 North Central States, 1930 - 1958

CATTLE

Year	United States			13 States		
	Cattle for Milk	Other Cattle	Total	Cattle for Milk	Other Cattle	Total
	thousands	thousands	thousands	thousands	thousands	thousands
1930	33,082	27,921	61,003	17,886	11,547	29,433
1931	33,971	29,059	63,030	18,327	12,229	30,556
1932	35,365	30,436	65,801	18,970	12,854	31,824
1933	36,860	33,420	70,280	19,638	14,045	33,683
1934	37,988	36,381	74,369	20,274	14,933	35,207
1935	36,357	32,489	68,846	19,086	12,694	31,780
1936	35,452	32,395	67,847	18,645	13,605	32,250
1937	34,853	31,245	66,098	18,210	12,204	30,414
1938	34,774	30,475	65,249	18,076	12,158	30,234
1939	35,626	30,403	66,029	18,475	12,373	30,847
1940	36,432	31,877	68,309	18,997	13,548	32,545
1941	37,383	34,372	71,755	19,604	14,928	34,532
1942	38,837	37,188	76,025	20,416	15,996	36,412
1943	40,240	40,964	81,204	21,080	17,426	38,506
1944	41,257	44,077	85,334	21,552	18,339	39,891
1945	40,849	44,724	85,573	21,195	19,522	40,717
1946	38,549	43,686	82,235	19,987	18,588	38,575
1947	37,683	42,871	80.554	19,750	18,337	38,087
1948	36,169	41,002	77,171	18,944	17,385	36,329
1949	35,270	41,560	76,830	18,537	18,113	36,650
1950	35,455	42,508	77,963	18,591	18,674	37,265
1951	35,398	46,685	82,083	18,123	20,129	38,252
1952	35,235	52,837	88,072	17,904	23,193	41,097
1953	35,921	58,320	94,241	18,261	25,982	44,243
1954	36,161	59,518	95,679	18,418	26,104	44,522
1955	35,361	61,231	96,592	18,047	27,155	45,202
1956	34,737	62,067	96,804	17,766	27,573	45,339
1957	34,270	60,232	94,502	17,505	26,901	44,406
1958	33,612	60,355	93,967	17,136	27,447	44,583

Year	HOGS, INCLUDING PIGS		STOCK SHEEP AND LAMBS	
	United States	13 States	United States	13 States
	thousands	thousands	thousands	thousands
1930	55,705	41,296	45,577	10,754
1931	54,835	41,023	47,720.	11,309
1932	59,301	42,351	47,682	11,752
1933	62,127	44,717	47,303	11,774
1934	58,621	42,392	48,244	12,164
1935	39,066	25,572	46,139	12,188
1936	42,975	29,037	45,435	12,277
1937	43,083	27,558	45,251	11,631
1938	44,525	28,999	44,972	11,695
1939	50,012	32,618	45,463	11,832
1940	61,165	41,455	46,266	12,554
1941	54,353	37,051	47,441	13,287
1942	60,607	42,573	49,346	13,986
1943	73,881	52,045	48,196	13,775
1944	83,741	53,972	44,270	12,293
1945	59,373	40,804	39,609	10,488
1946	61,306	44,561	35,525	9,002
1947	56,810	40,560	31,805	8,265
1948	54,590	38,575	29,486	7,576
1949	56,257	40,647	26,940	6,896
1950	58,937	42,667	26,182	6,515
1951	62,269	46,062	27,251	6,915
1952	62,117	46,049	27,944	7,540
1953	51,755	38,430	27,593	7,699
1954	45,114	34,125	27,079	7,593
1955	50,474	38,562	27,137	7,692
1956	55,173	41,828	27,012	7,807
1957	51,703	38,662	26,538	8,065
1958	51,559	39,268	26,538	8,539

Source: Livestock Market News Statistics and Related Data, 1956; Statistical Bulletin No. 209, USDA; Agricultural Marketing Service, USDA; Livestock and Meat Statistics, 1957, Agricultural Marketing Service.

Chapter II

Marketing of Cattle and Calves

In 1956, farmers in the 13-state area obtained almost $3 billion from the sale of cattle and calves. This amounted to nearly one quarter of the total cash receipts of farmers in the area.

Cattle and calves are to be found in every county in the 13 states (Figure II–1). They are more evenly distributed over the area than either hogs or sheep. This more even distribution of cattle over the region is a result of the dual use of cattle, for milk as well as meat, and the ability of the species to exist and produce efficiently under a wide range of conditions, of care, shelter, quality of feed, quantity of feed, and climate.

Milk cow numbers in the region are most concentrated in the area to the north and east of the central corn belt (Figure II–2). Beef cow herds are concentrated mainly in the western part and the southern part of the Region. Feeder cattle from these areas and the range areas farther west and south are moved into the central corn belt area where cattle feeding is most concentrated.

Changes in Cattle Numbers, Production, and Demand 1940-1957

The number of head of cattle and calves on farms and ranches increased rapidly from 1940 to 1957, in the 13 states and in the United States as a whole (Figure II–3). A total United States in-

FIGURE II–1

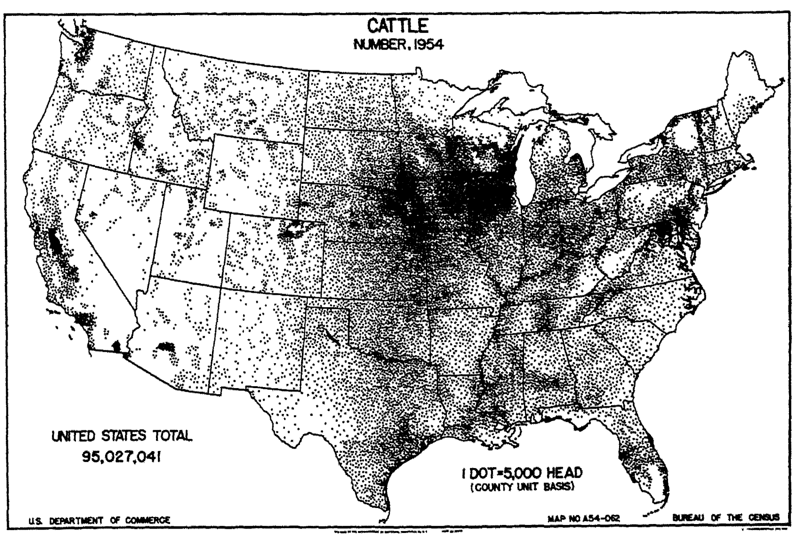
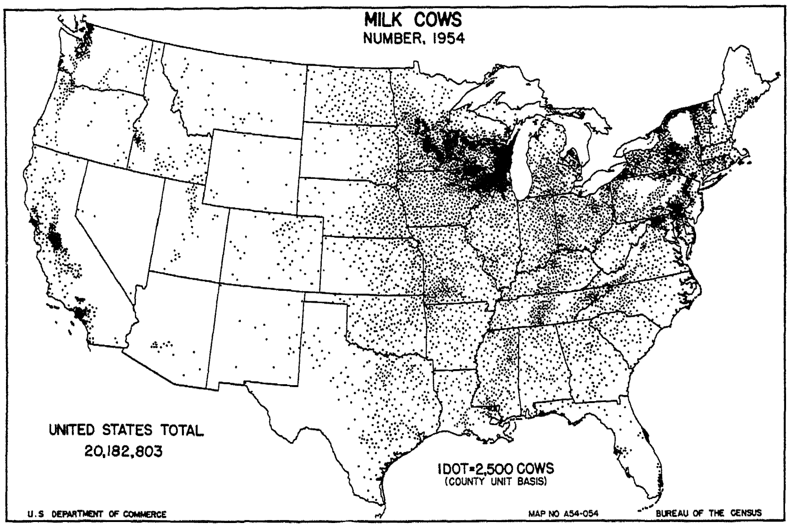


FIGURE II—2



crease of 27 million head during this period took place entirely in the number "not kept for milk." Cattle kept for milk actually declined by 2 million head, while the number of head "not kept for milk" increased by 29 million head—about 90 percent (Figure II—4).

The per capita consumption of beef increased rapidly between 1940 and 1957. In 1940, per capita consumption was only 55 pounds. By 1957, consumption had climbed to 85 pounds per capita. The large increase in cattle kept for beef production between 1940 and 1957 resulted in an increase in production from 7,175 million pounds of beef in 1940 to 14,402 million pounds in 1956, an increase of over 100 percent, (Table I—3).

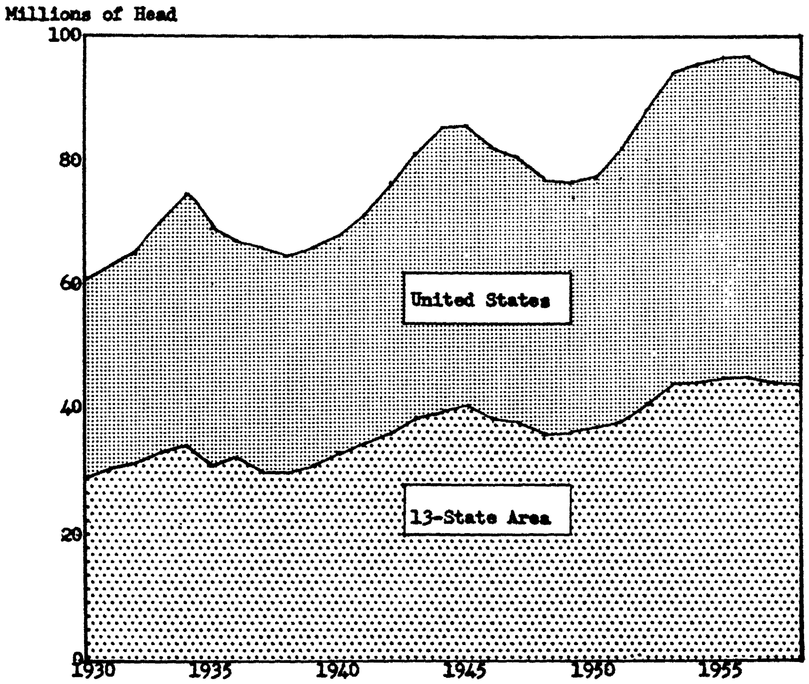
Part of the large increase in beef production was made possible by some liquidation in cattle numbers during 1956. This liquidation was mainly the result of drouth conditions in the Great Plains which reduced carrying capacity. However, feeding activities were stimulated by the large corn crop and the large marketings of western feeder cattle. Cattle prices reached the lowest level in ten years as the record beef supplies reached the market.

Classes of Cattle and Calves Sold

Farmers in the 13-state area sold an estimated 28 million head of cattle and calves in 1956, (Table II—1). Cattle and calves marketed by farmers in the North Central States differ widely in type, size and finish, sex and other characteristics. These differences are reflected in uses to which the animal may be put. They affect the time and place of marketing. In order to improve the reliability of estimates and increase usefulness of the data, cattle and calves

Table II - 3

Total Number of Cattle and Calves on Farms January 1, United States and North Central States, 1930-1958



Source: Livestock and Poultry Inventory, Number, Value and Classes, by States, 1940-54, Statistical Bulletin 177, U.S.D.A., A.M.S., June 1956

sold by farmers were classified according to general type or age as vealers and deacon calves,[1] calves under 500 pounds, steers, dairy type heifers, other heifers, dairy type cows, beef type cows, and bulls. Cattle and calves also were classified according to the use to which farmers expected the animal to be put. These uses were slaughter, feeder, breeding or herd, and other or no information given.[2]

Figure II-5 shows the distribution of cattle and calves sold by farmers in 1956, by use, and by state. For the region as a whole, slaughter was the most important end use made of the cattle and calves sold by farmers.

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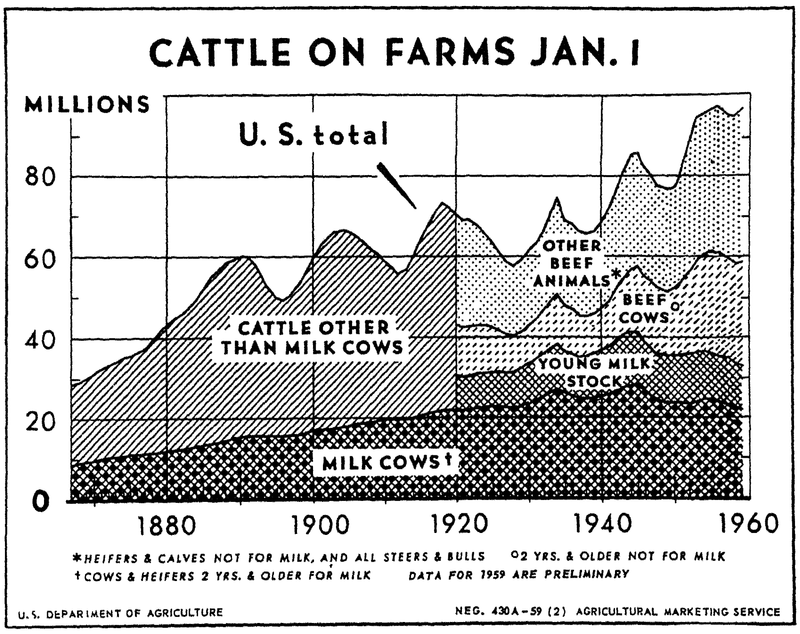
[1]Deacon calves is the term used to refer to calves under one week of age when sold. In many states, slaughter of these young calves is prohibited.

[2]The small number of sales on which no information as to use was obtained indicates that farmers generally had a clear idea of the use likely to be made of the livestock they sold. Their opinions were based mainly on the type of livestock and the place of sale, and conversations with the buyers. Of course, it is likely that in some cases, other use than that indicated by the farmers was made of the livestock. This is most likely to be true of lightweight beef steers and heifers, and dairy heifers and cows when sold to dealers, local markets or at auctions.

FIGURE II–4



Of the estimated 28 million head sold by farmers in the 13-state area in 1956, 67.9 percent were sold for slaughter, 22.4 percent were sold for feeders, and 4.9 percent were sold for breeding or herd use. The other 4.8 percent was composed of those sold for 4-H use and those for which the farmer did not have any idea of the probable future use.

The percentage of the total number sold for slaughter varied widely from state to state. It was lowest in the range states where feeder cattle made up a large proportion of the total and was highest in the dairying and cattle feeding areas, (Figure II-5). In the East North Central States 85.5 percent of the cattle and calves sold by farmers were sold for slaughter. In the West North Central states it was 58.4 percent and in Wisconsin, where dairying is the most important livestock enterprise, 96.5 percent of the cattle and calves sold went for slaughter.

For the region as a whole, steers and heifers over 500 pounds were the most important class of cattle and calves sold for slaughter by farmers (58.4 percent). In only four states—Kentucky, Minnesota, Michigan, and Wisconsin—did steers and heifers make up less than 50 percent of the cattle and calves sold for slaughter. Veal calves made up 76.2 percent of the slaughter cattle and calves sold in Wisconsin and between 36 to 41 percent in Michigan, Kentucky, and Minnesota. For the region as a whole, vealers and deacon calves were second to steers and heifers in total number of head sold by farmers, (Figure II-6). Cull dairy cows were third, calves under 500 pounds were fourth, and beef cows were fifth.

Feeder cattle were made up mainly of steers and heifers over 500 pounds and calves under 500 pounds. Steers and heifers over 500 pounds made up the bulk of the feeder cattle and calf sales in the region. However, almost half of the total feeder cattle and calves sold by South Dakota farmers were under 500 pounds. In Ohio, an estimiated 80,000 deacon calves were sold for feeding purposes.

Cattle and Calves Purchased by Farmers

Farmers in the 13 state area purchased approximately 12 million cattle and calves in 1956. This is over 40 percent of the estimated 28 million head sold in 1956. Ratio of purchases to sales was the highest in the cattle feeding states of Iowa, Illinois, Indiana, and Ohio. Lowest ratio was found in dairying and feeder cattle raising areas. In Wisconsin, total purchases of cattle and calves were less than 10 percent of total sales. Of the western feeder cattle raising states, North Dakota and South Dakota showed the lowest ratio of purchases to sales—approximately 1 to 4.

The estimated total number of cattle and calves sold in the 13 states for non-slaughter use was between 8 and 9 million head. With estimated purchase by farmers of 12 million head, the data would suggest that approximately 3 to 4 million head of cattle and calves were moved into the 13-state area in 1956, (Table II—1, and II—2).

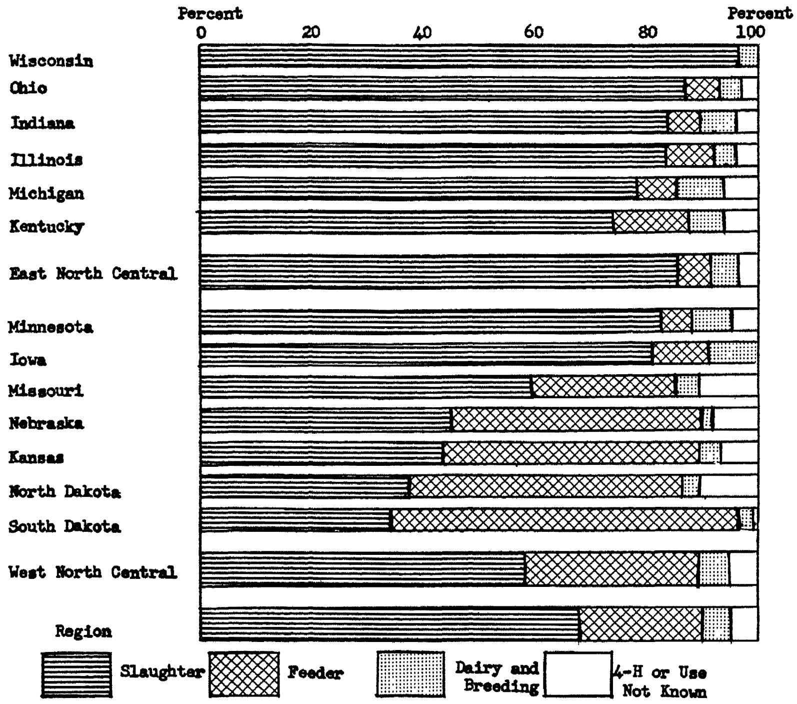
In the West North Central States, the number sold for feeding was almost as large as the number purchased. But in the East North Central States, feeder cattle purchases exceeded sales by over two and one-half million head. The four plain states accounted for approximately three-fourths of the feeder sales, but these four states accounted for less than one-third of the purchases of feeder cattle and calves.

Almost 80 percent of the cattle and calves purchased were for feeding purposes. The percentage which feeders made up of total purchases varied from a high of 93.6 percent in Iowa to a low of 32.7 percent in Wisconsin. In the dairy area, most of the cattle and calves purchased were for breeding or dairy herd replacement purposes, (Figure II—7).

Outlets Through Which Farmers Sold Cattle and Calves

Slaughter Cattle and Calves. Terminal markets were the most important single type of outlet used by farmers selling slaughter cattle and calves in 1956. They accounted for 57.1 percent of the total number sold in the region. Auctions ranked second, direct sales to packers third, and dealers fourth, (Table II—3).

Figure II - 5
Percentage of Cattle and Calves Sold for Various Uses, by States, 1956



Terminals were most important in the West North Central States where they accounted for 67.9 percent of the total sales of slaughter cattle and calves. Terminals also received almost two-thirds of the total number of slaughter cattle and calves sold in Illinois and Indiana. However, they received only slightly over one-fourth of the total number sold in the other four East North Central States.

Auctions were slightly more important in the East North Central States than in the West North Central States. They were most important in Michigan (65.2 percent), Ohio (52.3 percent) and Kentucky (48.9 percent).

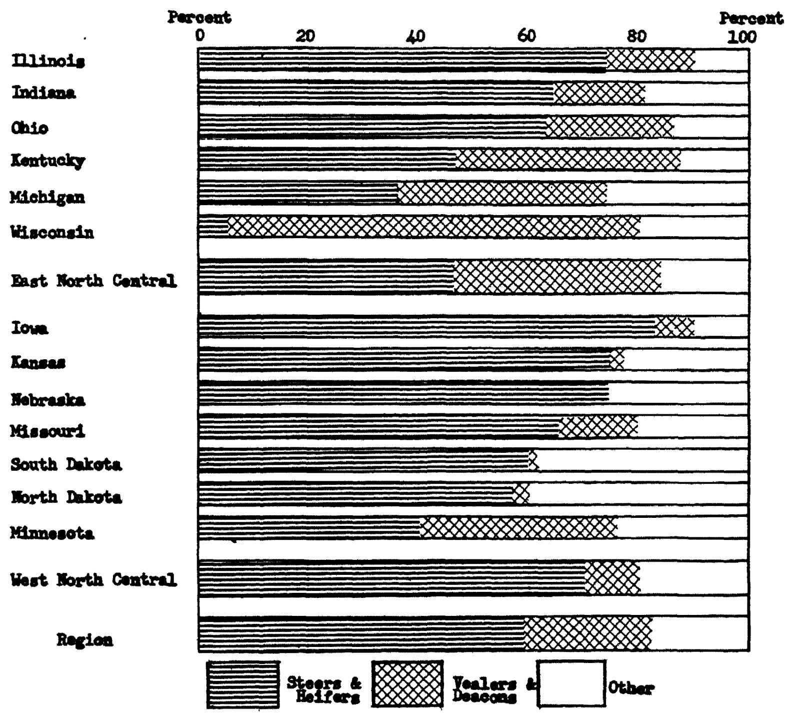
Direct sales to packers were about equally important in both parts of the region. The highest percentage of slaughter cattle and calves sold directly to packers was found in Iowa (24.2 percent). The lowest percentages were found in Kansas and Nebraska.

Most of the farmers interviewed sold more than one class of cattle and calves. The only exceptions were a relatively small number of farmers who had strictly a cattle feeding operation. The pattern of outlets used for selling cattle and calves differed widely for different classes and expected use of the animals sold. However, there was some tendency on the part of individual farmers to sell all their cattle and calves through the same outlet. This was particularly true where the outlet chosen for the major class was a nearby one. In aggregate, however, farmers tended to sell different classes through different outlets.

Slaughter cattle and calves were divided into three classes—steers and heifers, vealer and deacon calves and other slaughter cattle and calves. Outlets farmers used in 1956 for marketing each of these classes are shown for the Region in Figure II—8 and by states in Tables II—4, 6 and 8.

For steers and heifers, which made up the largest class, terminal accounted for the major part of the total sales (68.5 percent). Direct sales to packers ranked second (13.6 percent); auctions ranked third (10.6 percent). Compared with the large percentage of slaughter steers and heifers sold through terminals only 33.7 percent of the veal and deacon calves sold for slaughter went through terminal markets. Auctions received 25.9 percent; direct sales to packers accounted for 13.8 percent; dealers received 12.0 percent; and local markets received 5.3 percent.

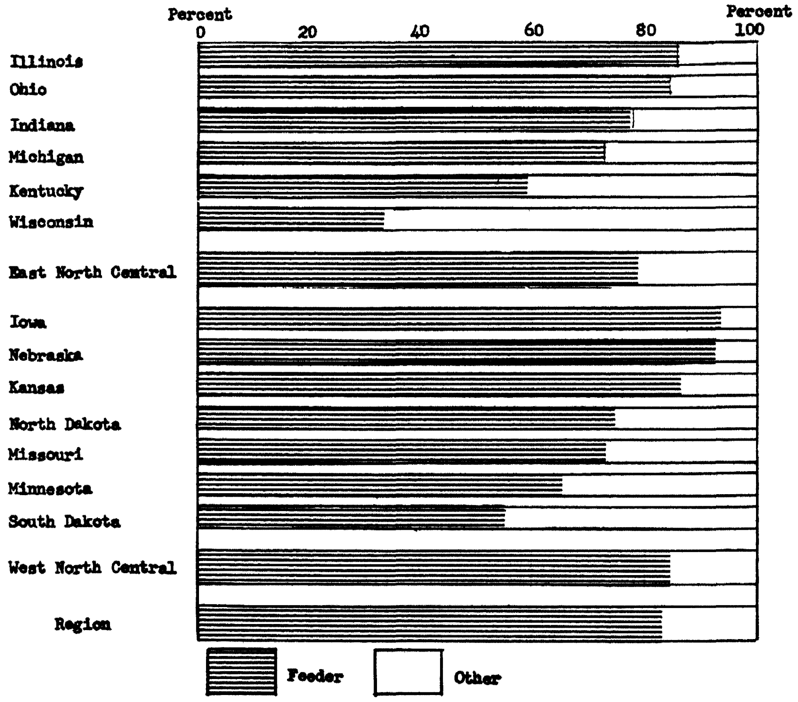
Figure II - 6
Percentage of Slaughter Cattle and Calves of Various Classes Sold by Farmers, by States, 1956



For other slaughter cattle and calves (excluding steers and heifers and veal and deacon calves), terminals also ranked first with 49.4 percent. Auctions were second to terminals in percentage of this class received. The percentage obtained by auctions (30.5 percent) was higher for this class than for either steers and heifers or veal and deacon calves. Direct sales to packers and sales to dealers accounted for only 7.9 percent and 6.1 percent respectively in the region.

Substantial differences were found between the East North Central States and the West North Central States in outlets used. The farmers in the western part of the region made more use of terminals for sale of all three classes of slaughter cattle and calves. The difference was largest for veal and deacon calves. The farmers in the western part of the region reported 61.1 percent of this class were sold through terminals while only 23.5 percent of this class went through terminals in the eastern part of the region.

Figure II - 7
Percentage of Cattle and Calves Purchased for Feeding and for Other Uses, by States, 1956



Sales directly to packers accounted for about the same percentage of total sales of all slaughter cattle and calves in both parts of the region. For slaughter steers and heifers and veal and deacon calves auctions accounted for a larger percentage in the eastern part of the region, but for the other cattle and calves about the same percentages went through auctions in both parts of the region. Dealers and local markets received a larger part of the total slaughter cattle and calves in the eastern than in the western part of the region.

Changes in Outlets Used for Marketing Slaughter Cattle and Calves

Some major shifts took place between 1940 and 1956 in places farmers marketed slaughter cattle and calves. For veal calves, the most important shift was from sale to dealers to sale through auctions. In 1940 farmers reported 10.2 percent were sold through auctions. By 1956 this had increased to 25.9 percent, (Figure II—8). The percentage going to dealers declined from 22.2 to 12.0 percent. The percentage going to auctions increased most in the eastern states where dealers, local markets, and terminals all declined in the percentage they received. In the western states, terminals and auctions gained while local markets, packers, and cooperative shipping or selling associations declined in percentage of the total they obtained, (Table II—6 and 7).

For other slaughter cattle and calves (excluding veal calves) the most significant shift also was from dealers and local markets to auctions. The percentage going to auctions increased substantially between 1940 and 1956 in all states except Wisconsin where no sales through auctions were reported in either year.

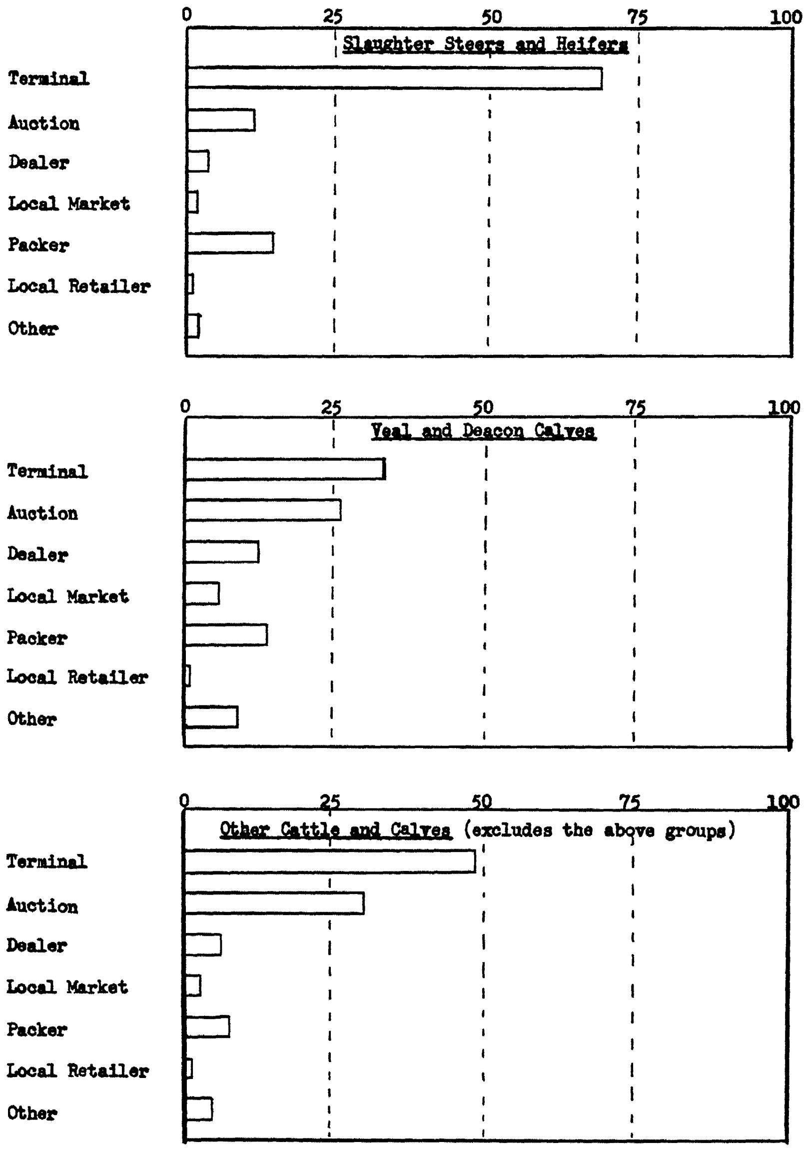
For many states, the percentage farmers reported sold through certain outlets was almost exactly the same in 1940 and 1956. For example, the percentage of slaughter cattle and calves (excluding veal calves) going to terminals changed by about one percent in Illinois and Indiana.

Feeder Cattle and Calves

In the sale of feeder cattle and calves, the auction markets play the dominant role in 1956. For the 13-state area, 49.5 percent of the total feeder cattle and calves were sold through auctions. Sales to terminals, direct to other farmers, and to dealers accounted for most of the other feeder cattle sold. Sales to terminals accounted for 19.1 percent; sales to other farmers, 17.5 percent; and sales to dealers, 12.3 percent, (Figure II—10).

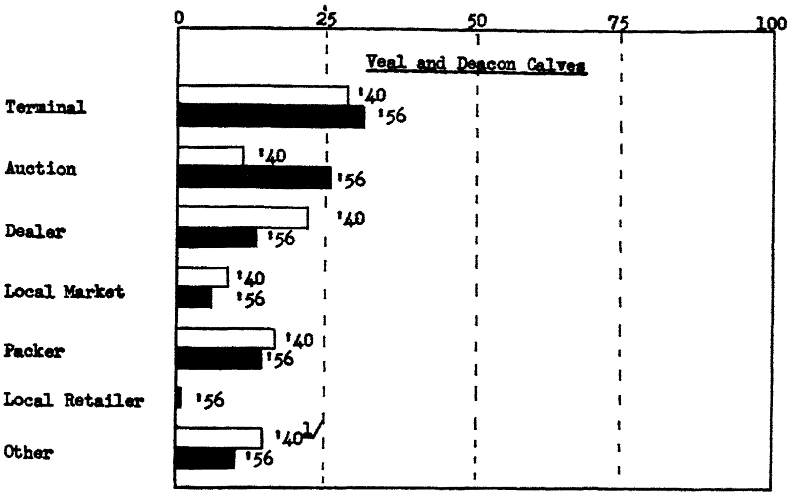
In the East North Central States, direct sales to other farmers was the most important outlet for feeder cattle and calves (43.2 percent) and auctions were second in importance (30.0 percent). In the West North Central States auctions were first (51.6 percent) and terminals ranked second (19.1 percent).

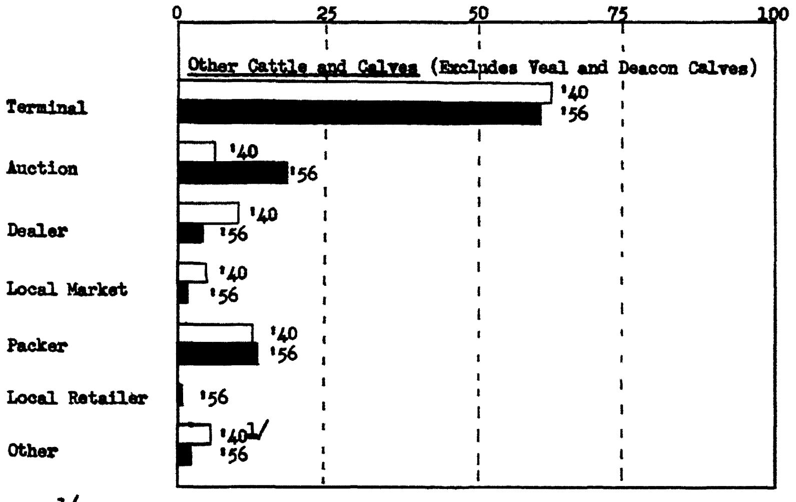
Figure II - 8
Percentage of Slaughter Cattle and Calves Sold Through Various Types of Outlets, by Class, North Central Region, 1956



By far the largest part of feeder cattle is made up of two classes, steers and heifers and calves under 500 pounds. However, in some areas other classes of livestock are included in those sold for feeding. In the dairy areas this included mainly deacon calves.

Figure II - 9
Percentage of Cattle and Calves Sold for Slaughter by Farmers through Various Types of Outlets, North Central States 1940 and 1956



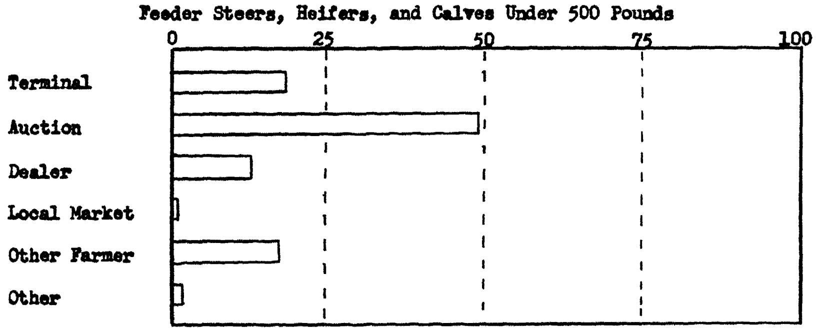


1/ Local Retailer included with Other.

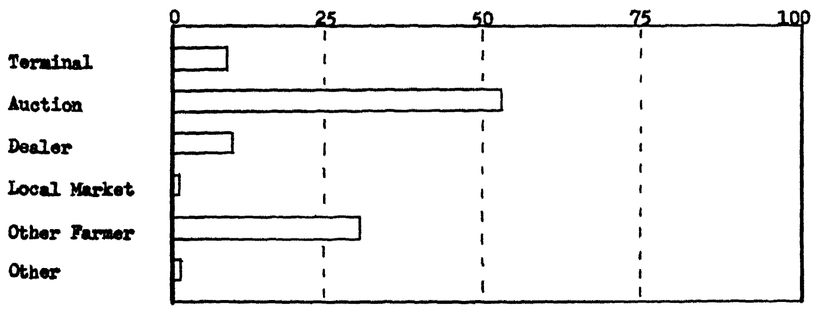
In the range areas it included beef type cows. For comparison, the total cattle and calves sold for feeders have been separated into two groups, first steers and heifers and calves under 500 pounds, and second, other feeder cattle and calves, (Figure II—9, Tables II—10 and II—11).

Figure II - 10
Percentage of Feeder Cattle and Calves Sold Through
Various Outlets, by Classes
North Central States, 1956

Feeder Steers, Heifers, and Calves Under 500 Pounds



Other Feeder Cattle (Excluding the Above Group)



The outlets through which farmers sold feeder steers and heifers and calves under 500 pounds differed somewhat from those used for other classes of feeder cattle and calves in the region. Auction markets were more important for "other" feeder cattle and calves compared with feeder steers and heifers and calves under 500 pounds in both parts of the region. Percentages sold through terminal markets and to dealers were higher for feeder steers and heifers and calves under 500 pounds, compared with other feeder cattle and calves in both East North Central States and West North Central States. For the region as a whole, the percentage of "other" feeder cattle and calves sold directly to farmers was somewhat higher than the percentage of feeder steers and heifers and calves under 500 pounds sold direct. However, this appears to be mainly because sales of "other" feeder cattle and calves were more concentrated in the eastern states where direct sales to other farmers were more important for all feeder cattle and calves.

Changes in Outlets Used for Marketing Feeder Cattle and Calves

The percentage of total feeder cattle being sold through auctions increased greatly between 1940 and 1956, (Figure II—10). In most states, this increase apparently came mainly at the expense of direct sales to farmers. However direct sales to farmers continued to be a major outlet mainly in the eastern area where feeder cattle production is located very close to cattle feeding operations. Direct sale of locally produced feeder cattle to farmers increased in relative importance in the Eastern Corn Belt States. Apparently direct contact between feeders of cattle and feeder cattle producers declined except where the distances involved were short.

The importance of dealers and local markets, terminals, and cooperative shipping or selling associations in the sale of feeder cattle declined between 1940 and 1956. A decline in percentage sold through terminals occurred in every state except one, but this decline was greater in the eastern states than in the western states. The percentage sold to dealers declined in all states except Illinois, Indiana, and Kentucky and the percentage sold to local markets declined in all states except Wisconsin.

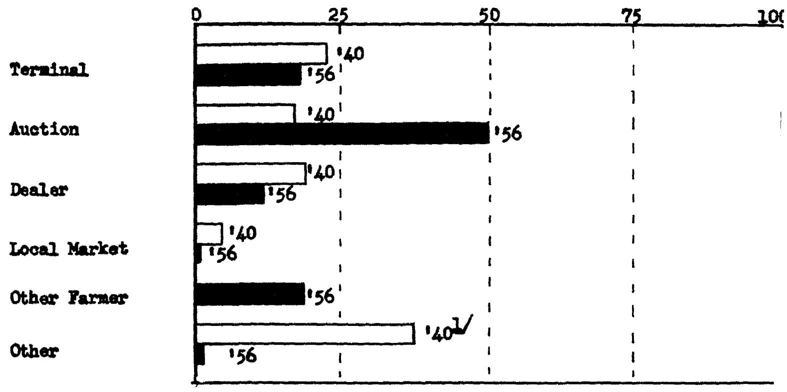
Breeding and Herd Cattle and Calves

Sales of cattle and calves for breeding or for herd replacement was less important than sales of slaughter or feeding. Direct sales to other farmers was the most important single type of outlet for cattle and calves sold for breeding or herd replacement (60.1 percent). Auctions were second to other farmers in importance. They accounted for 21.7 percent of the region total. Dealers were third with 11.4 percent. Other types of outlets including terminals were relatively unimportant as outlets for breeding cattle and calves for the region. However, in Kansas, farmers reported 18 percent of the cattle and calves sold for breeding went to terminals.

Direct sales to other farmers increased between 1940 and 1956 in most of the 13 states. Largest increase came in the eastern states. Percentages of breeding cattle and calves sold through auctions gained substantially for the region as a whole. The gain took place mainly in the western states. For the eastern states, the percentage of breeding cattle and calves sold through auctions changed very little from 1940 to 1956.

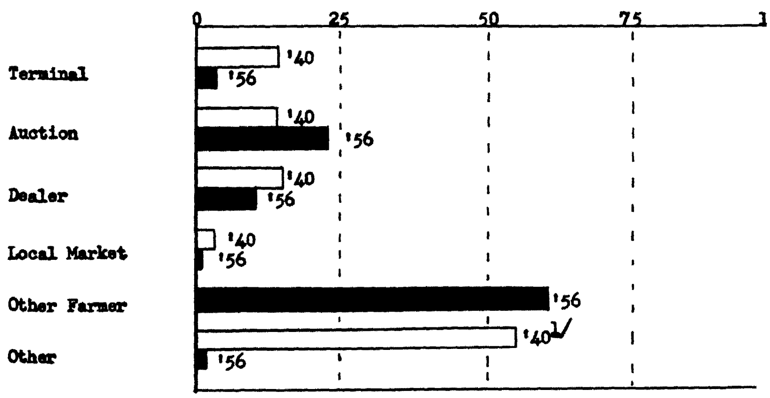
Sales of breeding or herd cattle and calves through terminals declined in all states except Kentucky. The total decline for the region was from 13.4 to 3.1 percent. The importance of dealers as outlets for breeding and herd cattle and calves varied widely between states. The percentage increased for the eastern states, but the percentages declined in all of the western states except Minnesota. For the region, the percentage going to dealers declined from 15.0 percent to 10.9 percent, (Figure II—11).

Figure II - 11
Percentage of Feeder Cattle and Calves Sold by Farmers Through Various Types of Outlets, North Central States, 1940 and 1956



1/Other Farmer included with Other for 1940.

Figure II - 12
Percentage of Cattle and Calves Sold by Farmers Through Various Types of Outlets for Breeding or Herd Use, North Central States, 1940 and 1956



1/Other Farmer included with other for 1940.

Sources of Cattle and Calves Purchased by Farmers

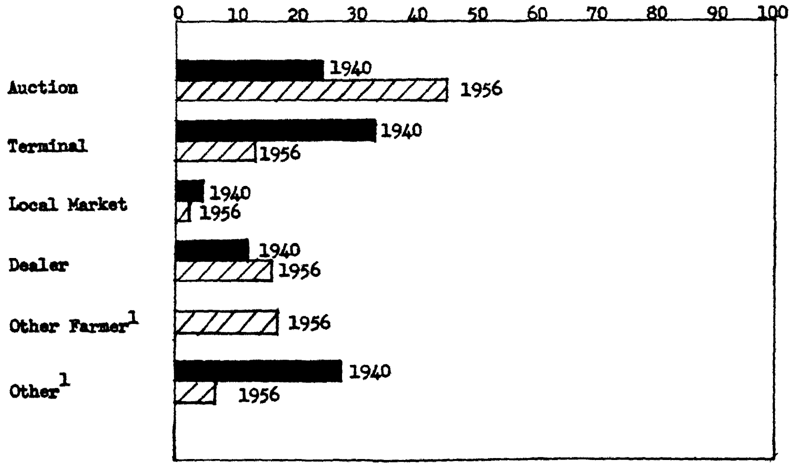
Sources from which farmers obtained cattle and calves varied between states and also between classes and areas. For feeder steers and heifers and calves under 500 pounds, auctions were the most important source for the region as a whole (45.1 percent). Dealers were second in importance (17.1 percent), other farmers were third (16.5 percent) and terminals were fourth (12.4 percent).

In the East North Central States, auctions and dealers were about equally important with 29.5 and 28.1 percent respectively. In the West North Central States, 53.2 percent of the total purchases of feeder steers and heifers and calves under 500 pounds were obtained from auctions. Other farmers ranked second (17.2 percent), and terminals ranked third (14.6 percent).

Almost one-half of the non-feeder cattle purchased by farmers in the region came directly from other farmers, (47.5 percent). The percentage obtained direct from other farmers was somewhat higher in the East North Central States (52.5 percent) than in the West North Central States (43.6 percent). Auctions were considerably more important as a source of non-feeder cattle and calves in the West North Central States (41.8 percent) than the East North Central States (13.8 percent). Dealers and local markets were more important in the eastern than the western states.

Figure II - 13

Percentage of Feeder Cattle and Calves Purchased from Various Types of Sources, North Central States, 1940, 1956.



[1] Other Farmer included with Other for 1940.

Change in Sources from Which Feeder Cattle and Calves Were Obtained

A comparison of the 1940 data with results of the 1956 study shows substantial shifts in sources of feeder cattle. The percentage obtained from auctions increased from 23.7 percent to 45.1 percent. Those obtained from terminals dropped by a similar amount—from 32.5 percent to 12.4 percent. Cattle from dealers increased somewhat (12.2 to 16.5 percent) while the total percentage obtained directly from other farmers and other sources decreased slightly.

The percentage of feeder cattle and calves obtained from terminals declined in every state between 1940 and 1956. The data show that the percentage obtained from auctions increased in every state except South Dakota and Kentucky.

TABLE II—1

Estimated Total Number and Percentage of Cattle and Calves Sold for Various Uses, by States, 1956
(Adjusted to A.M.S.)

State	Slaughter	Feeder	Dairy and Breeding	4-H and Use Not Known	Total
			number in thousands		
Illinois	2,293	233	110	111	2,747
Indiana	1,135	79	90	53	1,357
Kentucky	782	143	66	65	1,056
Michigan	826	79	84	66	1,055
Ohio	1,098	78	46	39	1,261
Wisconsin	2,292	4	60	18	2,374
Total East North Central States	8,426	616	456	352	9,850
Iowa	3,547[1]	444	407[2]	...	4,398
Kansas	1,800	1,849	152	292	4,093
Minnesota	1,866	121	166	109	2,262
Missouri	1,333	575	90	238	2,236
Nebraska	1,133	1,124	36	213	2,506
North Dakota	419	543	36	116	1,114
South Dakota	564	1,020	38	16	1,638
Total West North Central States	10,662	5,676	925	984	18,247
Region	19,088	6,292	1,381	1,336	28,097
			percent		
Illinois	83.5	8.5	4.0	4.0	100.0
Indiana	83.7	5.8	6.6	3.9	100.0
Kentucky	74.0	13.6	6.3	6.1	100.0
Michigan	78.2	7.5	8.0	6.3	100.0
Ohio	87.1	6.2	3.6	3.1	100.0
Wisconsin	96.5	.2	2.5	.8	100.0
Total East North Central States	85.5	6.3	4.6	3.6	100.0
Iowa	80.7	10.1	9.2	....	100.0
Kansas	44.0	45.2	3.7	7.1	100.0
Minnesota	82.5	5.4	7.3	4.8	100.0
Missouri	59.6	25.7	4.0	10.7	100.0
Nebraska	45.2	44.8	1.5	8.5	100.0
North Dakota	37.6	48.8	3.2	10.4	100.0
South Dakota	34.4	62.2	2.4	1.0	100.0
Total West North Central States	58.4	31.1	5.1	5.4	100.0
Region	67.9	22.4	4.9	4.8	100.0

[1] 15,839 head with no information on class are excluded.
[2] 4H and Don't Knows are both included under Use 3 for Iowa.

TABLE II–2

Estimated Total Number and Percentage of Cattle and Calves Purchased for Various Uses, by States, 1956
(Adjusted to A.M.S.)

State	Feeder	Other	Total
		number in thousands	
Illinois	1,693	285	1,978
Indiana	495	141	636
Kentucky	243	166	409
Michigan	266	96	362
Ohio	587	107	694
Wisconsin	71	145	216
Total East North Central States	3,355	940	4,295
Iowa	2,605	178	2,783
Kansas	1,853	272	2,125
Minnesota	512	271	783
Missouri	473	177	650
Nebraska	685	49	734
North Dakota	199	66	265
South Dakota	195	159	354
Total West North Central States	6,522	1,172	7,694
Region	9,877	2,112	11,989
		percent	
Illinois	85.6	14.4	100.0
Indiana	77.8	22.2	100.0
Kentucky	59.5	40.5	100.0
Michigan	73.5	26.5	100.0
Ohio	84.6	15.4	100.0
Wisconsin	32.7	67.3	100.0
Total East North Central States	78.1	21.9	100.0
Iowa	93.6	6.4	100.0
Kansas	87.2	12.8	100.0
Minnesota	65.4	34.6	100.0
Missouri	72.7	27.3	100.0
Nebraska	93.3	6.7	100.0
North Dakota	75.5	24.5	100.0
South Dakota	55.2	44.8	100.0
Total West North Central States	84.8	15.2	100.0
Region	82.4	17.6	100.0

TABLE II–3

Percentage of All Slaughter Cattle and Calves Sold by Farmers Through Various Types of Outlets, by States, 1956

State	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other
		East North Central States					
Illinois	68.8	9.1	4.4	2.8	13.4	.1	1.4
Indiana	63.9	20.3	.6	6.3	8.7	....	.2
Kentucky	32.4	48.9	4.7	7.2	4.8	....	2.0
Michigan	23.6	65.2	1.7	2.1	4.8	1.4	1.2
Ohio	21.4	52.3	7.9	3.8	11.1	2.9	.6
Wisconsin	29.2	....	21.2	9.3	20.2	.4	19.7
Total East North Central	43.4	22.9	8.7	5.5	12.7	.7	6.1
		West North Central States					
Iowa	53.9	16.3	4.5	....	24.2	.5	.6
Kansas	76.9	21.1	.5	....	.6	.6	.3
Minnesota	78.9	4.5	3.8	.1	10.8	.6	1.3
Missouri	85.5	5.2	2.0	.2	3.3	.5	3.3
Nebraska	72.6	12.7	.6	.1	2.0	....	12.0
North Dakota	53.8	13.6	8.7	.7	21.5	1.2	.5
South Dakota	50.2	26.6	4.0	.5	18.2	....	.5
Total West North Central	67.9	13.7	3.1	.1	12.5	.5	2.2
Region	57.1	17.7	5.6	2.5	12.6	.6	3.9

Table II—4

Percentage of Slaughter Steers and Heifers Sold by Farmers Through Various Types of Outlets, by States, 1956

State	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer & Locker Plant	Other
Illinois	80.4	2.8	1.8	2.6	10.9	.1	1.4
Indiana	75.6	8.7	.2	5.8	9.5	....	.2
Kentucky	35.2	43.1	6.8	10.4	2.4	....	2.1
Michigan	44.9	37.2	1.3	1.8	10.4	2.5	1.9
Ohio	25.4	41.9	9.2	2.8	15.9	4.3	.5
Wisconsin	36.0	....	5.0	8.5	39.2	5.0	6.3
East North Central	61.1	17.2	3.5	4.1	11.6	1.2	1.3
Iowa	60.9	8.2	4.0	....	25.6	.6	.7
Kansas	90.0	7.9	.4	....	.8	.8	.1
Minnesota	74.5	5.4	3.2	...	15.1	.7	1.1
Missouri	88.8	2.1	1.8	.1	2.8	....	4.4
Nebraska	77.6	6.1	.7	....	2.3	....	13.3
North Dakota	49.0	6.1	7.9	.8	34.0	1.5	.7
South Dakota	60.4	14.7	1.4	.8	21.8	....	.9
West North Central	72.4	7.1	2.6	.1	14.7	.5	2.6
TOTAL NORTH CENTRAL	68.5	10.6	2.9	1.5	13.6	.7	2.2

TABLE II—5

Percentage of Other Slaughter Cattle and Calves Sold by Farmers Through Various Types of Outlets, by States, 1956
(Excludes Steers and Heifers)

State	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer & Locker Plant	Other
Illinois	38.1	25.8	11.2	3.2	20.2	...	1.5
Indiana	43.4	40.6	1.3	7.2	7.2	....	.3
Kentucky	30.0	53.8	2.9	4.5	6.8	....	2.0
Michigan	11.6	80.9	2.0	2.2	1.6	.9	.8
Ohio	14.5	70.0	5.8	5.6	3.0	.4	.7
Wisconsin	28.8	...	22.1	9.3	19.2	.2	20.4
East North Central	28.2	27.8	13.2	6.7	13.6	.2	10.3
Iowa	18.0	57.5	7.1	....	16.9	....	.5
Kansas	38.8	59.5	.6	....	...	....	1.1
Minnesota	81.6	4.0	4.1	.1	8.1	.6	1.5
Missouri	79.3	11.0	2.4	.4	4.2	1.3	1.4
Nebraska	58.0	31.8	.5	.5	1.2	...	8.0
North Dakota	59.8	23.1	9.9	.7	5.6	.7	.2
South Dakota	35.7	43.4	7.7	....	13.1	....	.1
West North Central	58.0	28.0	4.2	.2	7.6	.4	1.6
TOTAL NORTH CENTRAL	40.8	27.9	9.4	3.9	11.1	.3	6.6

TABLE II–6

Percentage of Vealer and Deacon Calves Sold for Slaughter by Farmers Through Various Types of Outlets by Class, 1940[1] and 1956

State	Terminal		Auction		Dealer		Local Market[2]		Packer		Local Retailer[3]		Other	
	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956
Illinois	40.5	16.6	5.0	36.3	22.3	15.1	14.3	3.9	9.2	27.1	...	...	8.7	1.0
Indiana	39.5	36.6	14.0	47.5	5.8	2.1	19.5	5.7	7.7	8.1	....	...	13.5	....
Kentucky	25.0	26.9	52.8	61.5	7.1	1.7	10.2	.5	2.7	9.3	....	....	2.2	.1
Michigan	18.6	5.3	23.8	89.0	22.8	1.1	13.6	2.2	8.2	1.2	....	....	13.0	1.2
Ohio	17.9	13.9	26.2	70.4	20.3	4.8	17.7	7.4	8.2	2.7	....	.6	9.7	.2
Wisconsin	23.5	27.4	.1	....	36.8	21.7	.1	10.1	18.1	19.6	....	.2	21.4	21.0
E. North Central	....	23.5	....	27.2	...	14.5	..	7.2	....	15.6	...	.2	....	11.8
Iowa	10.5	.7	20.8	77.5	19.3	9.2	3.0	...	33.7	12.6	....	....	12.7	....
Kansas	44.1	29.4	21.9	64.7	12.7	....	8.2	..	6.0	....	....	...	7.1	5.9
Minnesota	32.3	78.2	.4	4.6	13.2	5.3	8.9	.2	30.7	9.1	....	.9	14.5	1.7
Missouri	47.0	74.0	6.4	19.0	10.4	2.6	11.2	...	12.4	3.9	....	...	12.6	.5
Nebraska	34.3	10.3	44.7	....	6.0	....	1.4	....	4.0	72.4	....	....	9.6	17.3
North Dakota	31.0	81.2	2.2	...	21.4	8.2	8.0	3.5	13.4	5.9	....	1.2	24.0	....
South Dakota	19.6	51.4	43.2	48.6	15.9	...	8.5	....	8.5	....	....	....	4.3	....
W. North Central	....	61.1	...	22.5	....	5.4	...	.2	....	8.9	....	.5	....	1.4
Region[3,4]	28.7	33.7	10.2	25.9	22.2	12.0	8.2	5.3	16.3	13.8	....	.3	14.4	9.0

[1] 1940 figures are taken from the 1940 regional study, "Marketing Livestock in the Corn Belt Region," South Dakota Experiment Station, Bulletin 365, November, 1942, p. 125.

[2] 1940 figures on local markets included some packer buying stations.

[3] For 1940, "Local Retailer" is included under "Other".

[4] 1940 data also includes Oklahoma in the totals for the region.

TABLE II–7

Percentage of Other Slaughter Cattle and Calves Sold by Farmers Through Various Types of Outlets by Class, 1940 and 1956 (Excludes Vealers and Deacon Calves)

State	Terminal		Auction		Dealer		Local Market[2]		Packer		Local Retailer[3]		Other	
	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956
Illinois	77.6	78.6	1.9	4.0	3.8	2.4	7.2	2.5	5.6	10.9	....	.1	3.9	1.5
Indiana	68.5	69.3	4.2	14.9	6.4	.3	8.4	6.4	6.1	8.8	....	....	6.4	.3
Kentucky	29.5	36.0	25.7	40.6	23.9	6.7	11.5	11.6	8.4	1.9	...	....	1.0	3.2
Michigan	35.0	33.9	12.0	51.6	24.9	2.1	5.1	2.0	16.0	6.8	....	2.3	7.0	1.3
Ohio	15.0	23.6	22.2	47.1	18.9	8.8	15.8	2.8	18.8	13.5	....	3.5	9.3	.7
Wisconsin	37.7	34.9	....	....	24.8	19.6	.1	6.6	23.0	22.2	....	1.1	14.4	15.6
E. North Central	....	55.3	....	20.5	....	5.2	....	4.4	....	10.9	....	.9	....	2.8
Iowa	61.4	57.4	3.6	12.2	9.9	4.2	1.6	....	20.8	25.0	....	.5	2.7	.7
Kansas	79.9	77.0	7.0	21.0	3.6	.5	2.7	....	4.8	.6	....	.6	2.0	.3
Minnesota	54.0	79.3	1.4	4.5	7.8	2.8	9.0	....	19.1	11.8	....	.5	8.7	1.1
Missouri	76.7	87.3	.9	3.0	5.3	1.9	6.4	.3	6.0	3.2	....	.5	4.7	3.8
Nebraska	74.1	58.7	12.8	32.3	3.5	.4	.9	.5	3.0	.2	....	....	5.7	7.9
North Dakota	43.0	53.0	1.3	14.0	17.1	8.8	6.0	.7	21.6	21.9	....	1.1	11.0	.5
South Dakota	48.2	50.2	12.4	26.4	8.6	4.0	2.4	.5	26.4	18.3	....	....	2.0	.6
W. North Central	....	66.9	....	15.1	....	2.8	....	.2	....	12.7	....	.4	....	1.9
Region[3,4]	61.6	62.8	6.2	17.0	9.7	3.6	4.9	1.7	12.5	12.1	....	.6	5.6	2.2

[1] 1940 figures are taken from the 1940 regional study, "Marketing Livestock in the Corn Belt Region," South Dakota Experiment Station, Bulletin 365, November, 1942, p. 125.

[2] 1940 figures on local markets included some packer buying stations.

[3] For 1940, "Local Retailer" is included under "Other".

[4] 1940 data also include Oklahoma in the totals for the region.

TABLE II–8

Percentage of Other Cattle Sold for Slaughter by Farmers Through Various Types of Outlets, by States, 1956
(Excludes Steers and Heifers and Vealers and Deacon Calves)

State	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer & Locker Plant	Other
Illinois	67.1	11.6	5.9	2.1	11.0	....	2.3
Indiana	49.2	34.8	.6	8.4	6.5	.1	.4
Kentucky	38.6	32.8	6.2	15.3	....	....	7.1
Michigan	19.8	70.3	3.2	2.2	2.2	1.9	.4
Ohio	15.4	69.3	7.3	2.8	3.5	.2	1.5
Wisconsin	34.6	....	23.6	6.1	17.6	....	18.1
East North Central	38.8	29.2	10.2	5.4	9.2	.4	6.8
Iowa	28.6	45.2	5.8	....	19.6	....	.8
Kansas	38.9	59.5	.6	...	....	....	1.0
Minnesota	87.1	2.9	2.2	.1	6.5	.1	1.1
Missouri	82.7	5.8	2.4	.7	4.3	2.1	2.0
Nebraska	58.7	32.3	.4	.5	.2	...	7.9
North Dakota	58.4	24.6	10.0	.5	5.6	.7	.2
South Dakota	35.4	43.2	7.9	....	13.4	....	.1
West North Central	56.2	30.9	3.5	.2	7.0	.3	1.9
TOTAL NORTH CENTRAL	49.4	30.2	6.1	2.2	7.9	.4	3.8

TABLE II–9

Percentage of Feeder Cattle and Calves Sold by Farmers Through Various Types of Outlets, by States, 1940 and 1956

State	Terminal		Auction		Dealer		Local Market		Other Farmer[1]	Other	
	1940	1956	1940	1956	1940	1956	1940	1956	1956	1940	1956
Illinois	22.1	9.8	11.4	20.3	13.5	19.7	6.5	.2	45.7	46.5	4.3
Indiana	26.5	6.0	6.8	21.5	9.1	15.1	9.4	6.8	50.6	48.2	....
Kentucky	15.0	2.2	29.5	26.4	21.1	21.2	11.2	1.4	36.7	23.2	12.1
Michigan	9.3	...	12.7	42.6	23.4	9.5	7.3	...	47.1	47.3	.8
Ohio	8.4	....	24.8	63.1	15.5	3.6	24.3	....	33.3	27.0	....
Wisconsin	17.2	....	...	....	30.2	....	....	5.9	94.1	52.6	....
East North Central	....	5.0	....	30.0	....	16.0	....	1.3	43.2	....	4.5
Iowa	16.7	16.3	17.6	52.4	18.9	6.9	6.6	....	24.2	40.2	.2
Kansas	27.2	25.6	18.4	55.0	13.1	11.6	2.0	....	7.8	39.3	....
Minnesota	28.5	18.6	6.4	38.4	18.6	17.2	17.1	....	20.0	29.4	5.8
Missouri	21.0	23.5	10.3	41.5	20.2	9.6	3.7	....	22.6	44.8	2.8
Nebraska	20.5	13.4	33.5	55.0	11.5	6.1	1.1	....	23.7	33.4	1.8
North Dakota	36.5	35.8	2.8	43.6	21.6	13.0	8.9	.7	4.9	30.2	2.0
South Dakota	20.4	11.9	25.0	52.6	29.6	21.3	2.5	....	13.2	22.5	1.0
West North Central	....	20.6	....	51.6	....	11.9	....	.1	14.7	....	1.1
TOTAL NORTH CENTRAL[2]	22.7	19.1	17.1	49.5	18.6	12.3	4.5	.2	17.5	37.1	1.4

[1] For 1940, "Other Farmer" is included under "Other".
[2] 1940 totals for the region include Oklahoma.

TABLE II—10

Percentage of Feeder Steers, Heifers, and Calves Under 500 Pounds Sold by Farmers Through Various Types of Outlets, by States, 1956

State	Terminal	Auction	Dealer	Local Market	Other Farmer	Other
Illinois	10.5	17.7	20.7	.2	46.2	4.7
Indiana	7.6	15.0	10.0	8.3	59.1	....
Kentucky	2.7	23.4	28.2	1.9	26.5	17.3
Michigan	...	47.2	15.2	...	36.1	1.5
Ohio	.	68.6	...	..	31.4	....
Wisconsin	....	...	...	...	100.0	....
East North Central	6.8	23.4	19.3	1.7	42.4	6.4
Iowa	15.3	53.2	7.1	..	24.1	.3
Kansas	26.3	53.9	12.1	....	7.7	...
Minnesota	18.3	39.8	15.6	.	20.2	6.1
Missouri	24.4	43.0	7.2	..	22.4	3.0
Nebraska	13.0	55.0	6.2	.	24.0	1.8
North Dakota	36.7	42.7	13.0	.7	4.9	1.9
South Dakota	11.8	52.5	21.5	.	13.3	.9
West North Central	20.8	51.3	11.9	.1	14.7	1.2
TOTAL NORTH CENTRAL	19.8	49.2	12.4	.2	16.8	1.6

TABLE II—11

Percentage of Other Feeder Cattle Sold by Farmers Through Various Types of Outlets, by States, 1956

State	Terminal	Auction	Dealer	Local Market	Other Farmer	Other
Illinois	2.3	47.7	9.1	....	40.9	....
Indiana	....	45.2	33.3	1.2	20.3	....
Kentucky	1.1	33.7	4.6	....	60.6	....
Michigan	....	37.0	2.5	....	60.5	....
Ohio	....	61.4	4.8	....	33.8	....
Wisconsin	....	....	....	100.0	....	....
East North Central	.5	46.5	7.5	.3	45.2	....
Iowa	57.1	16.9	....	....	26.0	....
Kansas	6.4	82.7	.3	....	10.0	.6
Minnesota	25.0	10.0	50.0	....	15.0	....
Missouri	5.7	10.6	57.7	....	26.0	....
Nebraska	29.0	58.0	.6	....	12.4	....
North Dakota	4.0	79.0	11.0	2.0	4.0	....
South Dakota	22.6	60.4	7.6	....	.9	8.5
West North Central	15.2	59.2	11.8	.2	12.4	1.2
TOTAL NORTH CENTRAL	7.6	52.6	9.6	.2	29.4	.6

TABLE II—12

Percentage of Cattle and Calves Sold by Farmers Through Various Types of Outlets for Breeding or Herd Use, by States, 1940 and 1956

State	Terminal		Auction		Dealer		Local Market		Other Farmer[1]	Other	
	1940	1956	1940	1956	1940	1956	1940	1956	1956	1940	1956
Illinois	20.0	.4	8.0	9.7	10.2	24.9	5.5	.8	57.8	56.3	6.4
Indiana	22.3	.9	12.8	21.9	12.4	21.3	3.6	3.8	52.1	48.9	....
Kentucky	12.2	13.3	22.0	8.8	6.7	6.3	2.3	...	65.3	56.8	6.3
Michigan	10.9	...	8.2	8.4	18.6	19.6	2.0	....	71.5	60.3	.5
Ohio	4.6	...	15.2	12.5	18.3	9.9	12.8	..	75.0	49.1	2.6
Wisconsin	4.0	...	3.4	1.3	30.5	27.2	....	....	71.5	62.1	....
East North Central	...	2.2	....	10.9	....	19.4	...	.9	63.8	....	2.8
Iowa	14.4	.2	23.1	30.3	8.9	2.8	2.1	....	64.8	51.5	1.9
Kansas	25.0	18.0	17.3	25.6	7.3	5.2	2.5	...	50.6	47.9	.6
Minnesota	16.2	3.8	7.1	16.0	15.0	23.3	3.0	....	54.5	58.7	2.4
Missouri	17.3	7.0	15.1	14.2	9.0	6.7	2.7	...	68.1	55.9	4.0
Nebraska	7.1	...	'28.5	68.9	9.5	2.4	.5	4.4	13.9	54.4	10.4
North Dakota	24.5	4.5	5.5	11.0	5.3	1.5	5.1	....	75.1	59.6	7.9
South Dakota	6.1	...	28.7	51.4	22.6	8.6	4.7	....	39.7	37.9	.3
West North Central	....	4.6	...	27.0	....	7.4	...	.2	58.3	....	2.5
TOTAL NORTH CENTRAL[2]	13.4	3.8	13.3	21.7	15.0	11.4	3.3	.4	60.1	55.0	2.6

[1] For 1940, "Other Farmer" is included under "Other".
[2] 1940 totals for the region include Oklahoma.

TABLE II—13

Percentage of Feeder Cattle and Calves Purchased by Farmers from Various Sources, by States, 1940 and 1956

State	Auction		Other Farmer	Terminal		Local Market		Dealer		Cooperative Assn.		Other	
	1940	1956	1956[1]	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956
Illinois	11.1	30.7	11.1	34.4	8.6	6.2	4.7	28.4	30.3	5.3	....	14.6	14.6
Indiana	3.9	32.9	18.8	45.5	10.5	6.0	2.7	14.6	30.7	7.2	2.7	22.8	1.7
Kentucky	38.1	31.7	35.9	26.0	17.3	3.8	4.6	14.7	7.1	.8	2.0	16.6	1.4
Michigan	13.0	24.0	40.1	20.1	7.6	4.4	10.3	27.3	15.3	1.4	....	33.8	2.7
Ohio	20.4	27.1	10.8	8.4	3.3	8.4	11.8	24.3	34.4	9.3	....	29.2	12.6
Wisconsin	´2.7	´8.5	36.7	42.4	....	1.2	....	18.7	22.6	´3.3	22.9	31.7	9.3
East North Central	....	29.5	16.8	....	8.3	....	6.0	....	28.1	....	1.0	....	10.3
Iowa	25.2	48.7	15.1	35.2	18.7	3.7	....	14.3	15.2	1.0	2.2	20.6	.1
Kansas	25.3	62.7	17.9	32.3	9.0	4.2	....	2.6	3.0	.6	....	35.0	7.4
Minnesota	12.7	50.1	14.1	27.7	15.0	4.7	.4	10.5	15.5	11.3	....	33.1	4.9
Missouri	13.3	29.3	23.6	47.5	27.2	3.5	....	6.1	13.1	1.4	6.4	28.2	.4
Nebraska	49.0	75.4	11.3	35.2	2.4	.4	...	.4	10.9	....	....	15.0	....
North Dakota	16.0	26.0	33.5	48.2	32.5	5.6	5.0	7.6	2.8	8.5	....	14.1	.2
South Dakota	50.3	37.4	34.6	14.5	7.8	.7	....	7.3	6.9	.7	....	26.5	13.3
West North Central	....	53.2	17.2	....	14.6	....	.2	....	10.5	....	1.3	....	3.0
Region	23.7	45.1	17.1	32.5	12.4	3.7	2.2	12.2	16.5	2.5	1.2	25.4	5.5

[1] Included with "Other" for 1940.

TABLE II—14

Percentage of Non-Feeder Cattle Purchased by Farmers from Various Sources by States, 1956

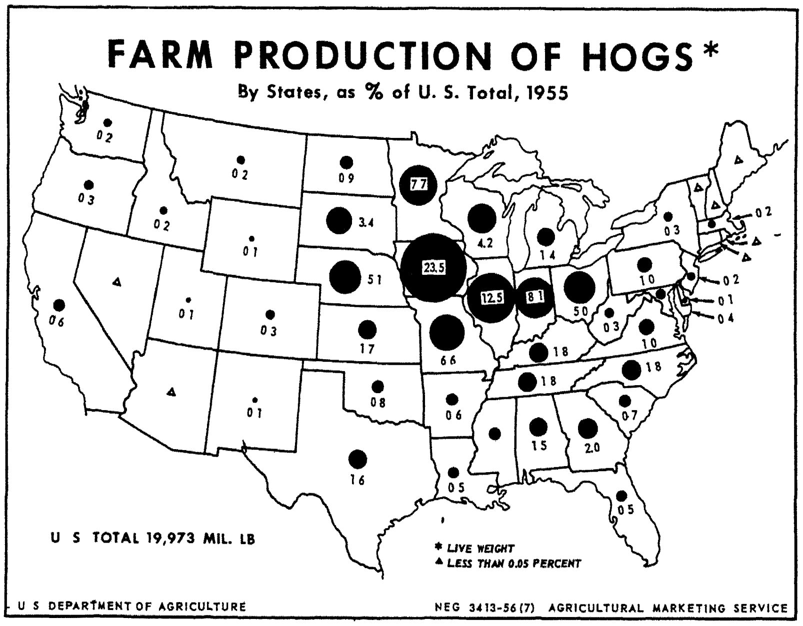
States	Auction	Other Farmer	Terminal	Local Market	Dealer	Cooperative Shipping Association	Other
			East North Central States				
Illinois..........	15.4	24.4	3.9	.6	36.4	....	19.3
Indiana..........	14.2	57.5	4.3	.1	17.9	....	6.0
Kentucky........	12.5	72.5	1.0	2.8	8.0	....	3.2
Michigan........	6.0	74.1	6.5	.5	8.8	...	4.1
Ohio............	7.8	55.7	...	22.0	7.6	.1	6.8
Wisconsin........	21.0	63.4	1.1	.2	13.9	.2	.2
Total East North Central..	13.8	52.5	2.9	3.3	19.0	....	8.5
			West North Central States				
Iowa............	44.9	38.7	3.1	....	6.7	....	6.6
Kansas..........	52.3	40.2	1.7	....	2.9	....	2.9
Minnesota.......	39.5	45.4	.1	.2	12.0	2.0	.8
Missouri.........	32.3	46.3	2.8	....	15.4	....	3.2
Nebraska........	39.9	57.7	....	....	1.8	.3	.3
North Dakota.....	18.0	70.4	....	....	6.9	.8	3.9
South Dakota....	45.1	33.3	.7	....	3.9	....	17.0
Total West North Central..	41.8	43.6	1.4	....	7.8	.5	4.9
Region..........	29.3	47.5	2.1	1.5	12.8	.3	6.5

Chapter III

Marketing of Hogs and Pigs

Generally, marketing of hogs and pigs differs from that of cattle and calves in several basic ways. First, production of hogs is carried on only for the purpose of producing slaughter animals. Second, production and sales are concentrated in the corn producing areas because hogs are primarily concentrate consumers at all stages in their development, (Figures III—1 and 2). Third, there is less specialization either in production of feeder animals or the fattening of these hogs for marketing than in cattle production. Most hogs are marketed at slaughter weight from the farm on which they are farrowed. This has some implications as far as movement of animals through market channels is concerned. In general, sales of slaughter animals make up a much larger part of total sales of hogs than of cattle.

FIGURE III—1



The 13 states included in this study supplied over four-fifths of the nation's slaughter hogs in 1956, (Table III—2). Hog sales rank as a major source of cash receipts of farmers in this area. Forty percent of the cash receipts from sales of livestock came from sales of hogs and pigs. Figures III-1 and 2 show the distribution of hog sales by counties and farm production by states in the United States. This illustrates the large degree of concentration of hog production in the Central Corn Belt States.

Two major areas of concentration of hog sales in the North Central States may be noted. The largest one is located in Iowa, western Illinois, southern Minnesota and Wisconsin, northern Missouri, and eastern Nebraska and South Dakota. The second is located in central and west central Indiana and western and southwestern Ohio.

Changes in Numbers, Production, and Demand, 1940 and 1957

Between 1940 and 1956, the annual pig crop varied from a high of well above 120 million pigs saved in 1940 to a low of under 80 million pigs saved in 1953. Number available for slaughter averaged over 100 million head per year during 1943 and 1944, but both before and after these two peak years annual slaughter tended to vary around an average of approximately 80 million head, (Figure III—3).

Pork production in 1956 was 11.2 billion pounds compared with 10 billion pounds in 1940. Per capita consumption dropped from 73.5 pounds in 1940 to 67.5 pounds in 1956, (Table I—3).

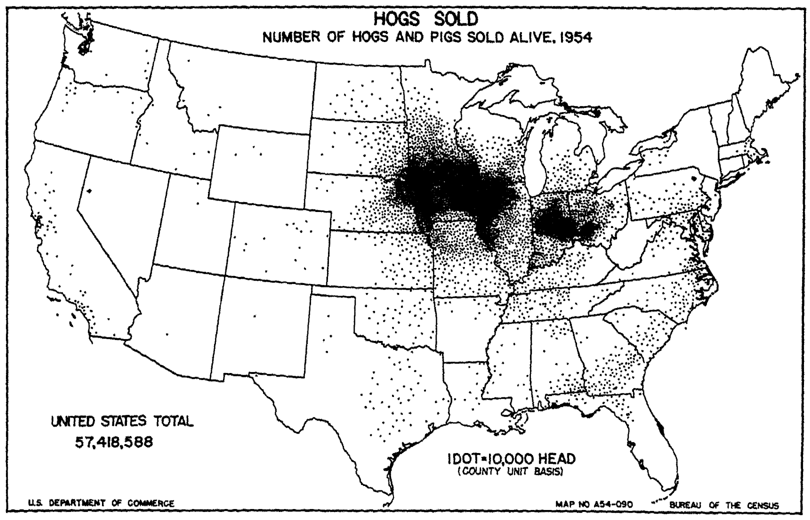
The relatively small increase in production and decline in per capita consumption came mainly as a result of a shift in consumer preference from pork to beef. This shift made prices of slaughter hogs relatively unfavorable compared with prices of slaughter steers and heifers.

Classes of Hogs and Pigs Sold

As in the case of cattle, hogs and pigs sold by farmers were classified by general type or age. The classifications were pigs under 150 pounds, barrows and gilts (for breeding), sows, and boars and stags. Pigs and hogs sold by farmers were further classified as to their use—slaughter, feeding, breeding or herd—and those on which the farmer could not predict the use.

An estimated 71.5 million hogs and pigs were sold by farmers in the 13 state area in 1956. The West North Central States sold an estimated 41.2 million and the East North Central States sold an estimated 30.3 million head. Most of the hogs and pigs sold by farmers in this area were sold directly for slaughter, (88.9 percent). Feeder pigs made up 9.2 percent and hogs sold for breeding or herd use made up only 1.9 percent, (Figure III—4).

FIGURE III-2



States varied considerably in the percentage of hogs and pigs sold for various uses. Those slaughtered varied from 77.9 percent in Wisconsin to 93.9 percent in Indiana. Feeder pig sales made up 10.2 percent in the eastern states and 9.2 percent in the western states.

Sales of feeder pigs compared with total sales of hogs and pigs were most important in Wisconsin (20.5 percent), Missouri (16.1 percent) and Michigan (13.7 percent).[1] However, ranked in order of total number of feeder pigs sold, Iowa was first, Missouri second, and Illinois was third.

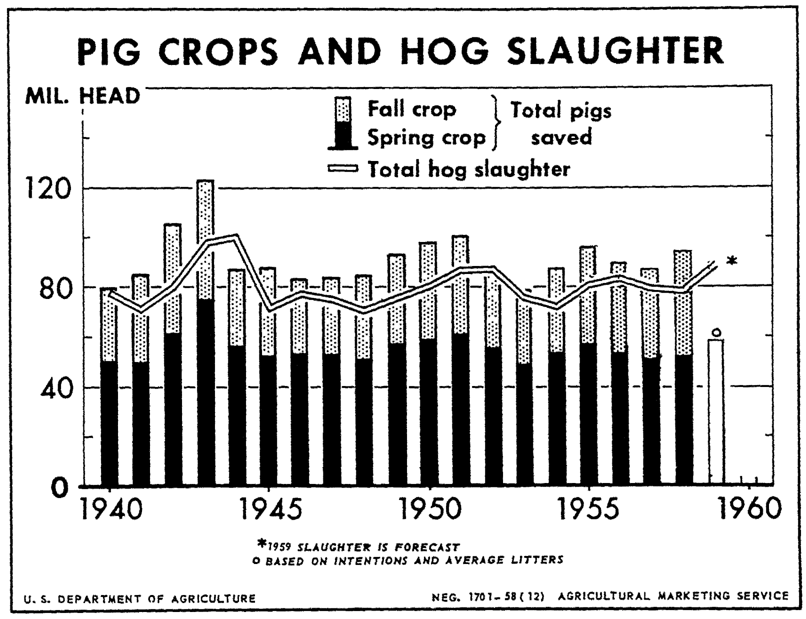
Feeder pigs were relatively more important in the areas which are on the northern and southern fringes of the corn belt rather than in the heavy corn producing areas. These areas specialized in feeder pig production on their more limited supply of concentrates. Most of the feeder pigs were shipped to denser corn producing areas nearby for fattening. In general, however, the lines of demarcation between the feeder producing areas and the fattening areas were not as sharp in the case of hogs as for cattle, (Figure III—4).

Classes and Uses of Hogs and Pigs Purchased by Farmers

Farmers in the East North Central States purchased an estimated 7.4 million feeder pigs and 1.1 million other hogs and pigs. This

[1]The northern sections of Minnesota, Wisconsin, Michigan, and eastern part of Kentucky were not included in the study. Estimates for these states are only for sales from the sections included. In the parts of the states thus excluded feeder pigs generally made up a larger percentage of total sales than was true for the parts included. See "Wisconsin Feeder Pig Markets and Prices," Special Bulletin No. 68, June 1957, Wisconsin State Department of Agriculture. It was estimated that for the whole of Wisconsin 784,000 or 23 percent of the total pigs born in 1956 were sold for feeder purposes. The study showed 385,000 shipped to other states.

FIGURE III–3



exceeded by .6 million, the estimated number of hogs and pigs farmers in the 13 states sold for non-slaughter. Most of these .6 million probably came from adjoining states and from sections of Kentucky, Wisconsin, Michigan, and Minnesota not included in the survey.[1]

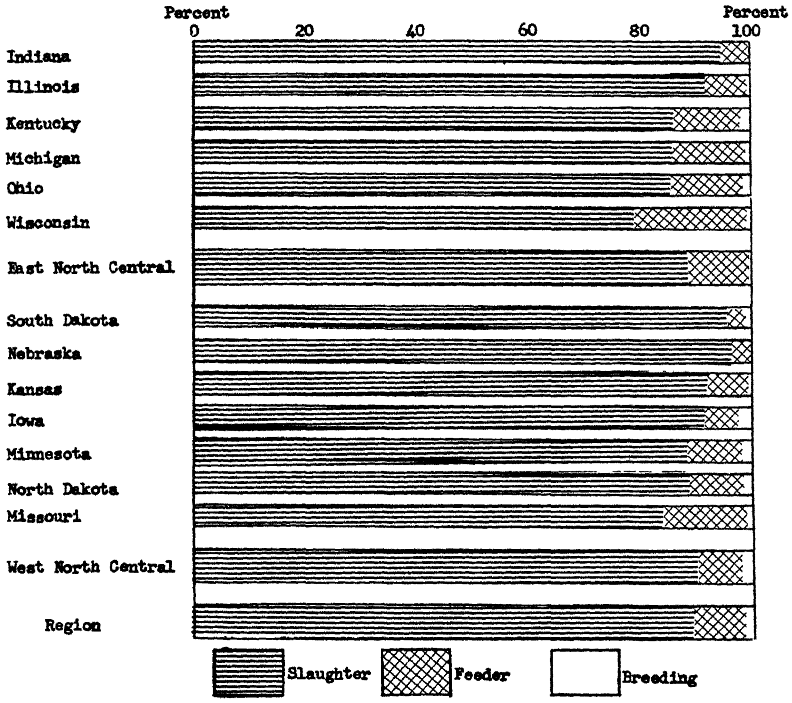
Feeder pigs made up 86.1 percent of the total purchases of hogs and pigs by farmers, (Figure III–5). Feeder pigs made up 89 percent of total purchases in the East North Central States and 81.9 percent in the West North Central States. The ratio of purchases of feeder pigs to sales of slaughter hogs was approximately 0.12 for the region. Approximately 88 percent of the slaughter hogs sold in the region were finished out for slaughter on the same farm on which they were farrowed. The ratio of purchase of feeder pigs to sales of slaughter hogs was slightly higher in the East North Central States than in the West North Central States.

Outlets Farmers Used in Selling Hogs and Pigs

Slaughter Hogs and Pigs. In 1956, terminal markets received a slightly higher percentage of slaughter hogs and pigs sold by farmers than any other type of outlet in the 13 states, (34.8 percent). Direct sales to packers accounted for 32.5 percent of the total

[1]Data on volume collected from marketing agencies in the second phase of this project are expected to provide the means for more precise adjustment of estimates for total sales of feeder pigs for individual states and the Region. These will be published in a later bulletin.

Figure III - 4
Percentage of Hogs and Pigs Sold for Various Uses, by States, 1956



slaughter hogs and pigs sold, (Figure III—6). Local markets were third most important outlet for slaughter hogs, (11.8 percent), and dealers were fourth, (10.6 percent).

Sale through terminals was about equally important as an outlet in both parts of the region. In the West North Central States it was 34.3 percent compared with 35.5 percent in the East North Central States. Terminals were most important in Missouri (74.9 percent). Direct sales to packers were most important in the West North Central States, where they accounted for 39.8 percent of the total slaughter hogs and pigs sold. Direct sales to packers accounted for only 22.5 percent of the sales in the Eastern states. Direct selling was relatively most important in Wisconsin with 58.2 percent of the sales and 57.5 percent in Iowa. It was least important in Michigan, Ohio, Indiana, Nebraska, and Kansas.

Local markets were much more important in the Eastern states than in the Western states. In Ohio local markets received 50.1 percent and 46.8 in Indiana. Dealers were more important than local markets in the Western states for sale of slaughter hogs.

Auction markets received less than 10 percent of the slaughter hogs sold in either part of the region, but in Michigan and Kentucky they were the major type of outlet (58.1 percent and 33.1 percent, respectively).

Slaughter hogs were divided into two major classes, barrows and gilts and others (mostly cows). The percentages sold through terminals and to dealers was lower for barrows and gilts than for other slaughter hogs. The percentages sold to local markets and direct to packers were higher for barrows and gilts than for other slaughter hogs.

Changes in Outlets Used in Selling Slaughter Hogs

Outlets used by farmers for selling slaughter hogs and pigs changed substantially between 1940 and 1956. The most important shift was in more direct sales to packers. This percentage increased from 22.3 percent in 1940 to 32.5 percent in 1956. The only other outlet which increased in percentage was auctions (5.0 to 7.8 per-

Figure III - 5
Percentage of Hogs and Pigs Purchased for Various Uses by States, 1956

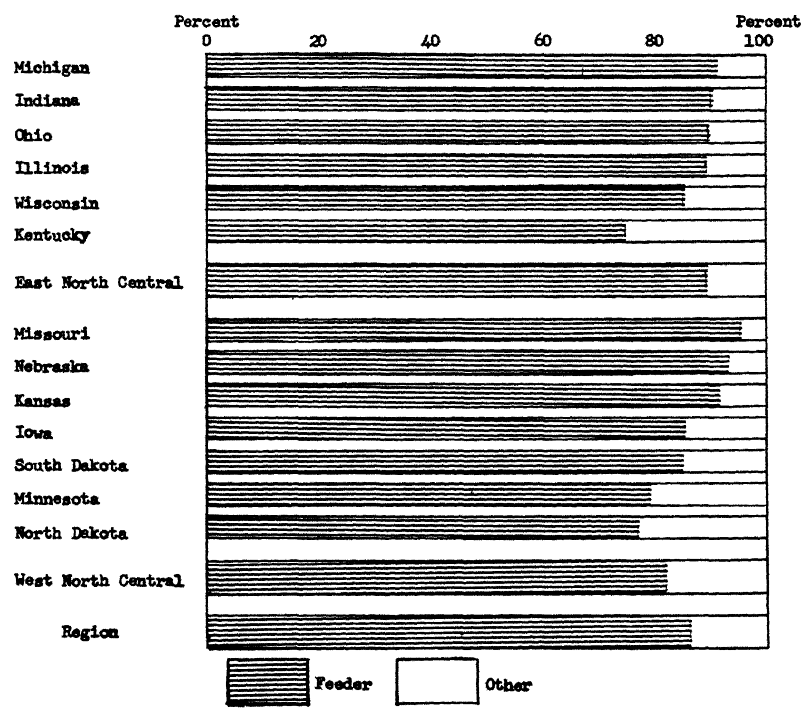
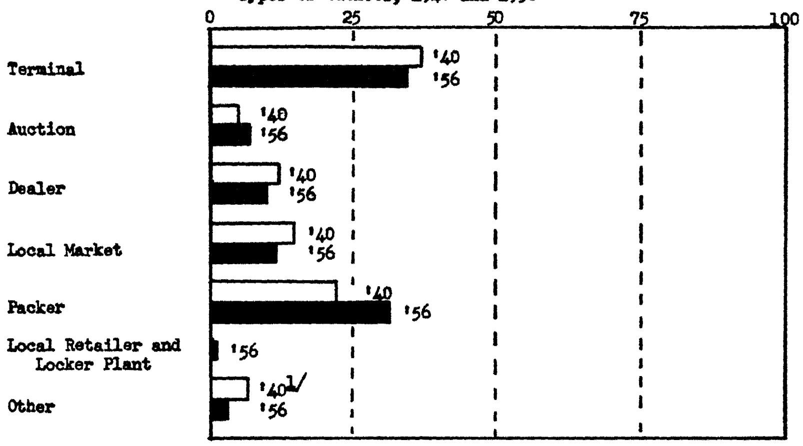


Figure III - 6
Percentage of Slaughter Hogs Sold by Farmers Through Various Types of Outlets, 1940 and 1956



1/ Local Retailer and Locker Plant included in Other in 1940.

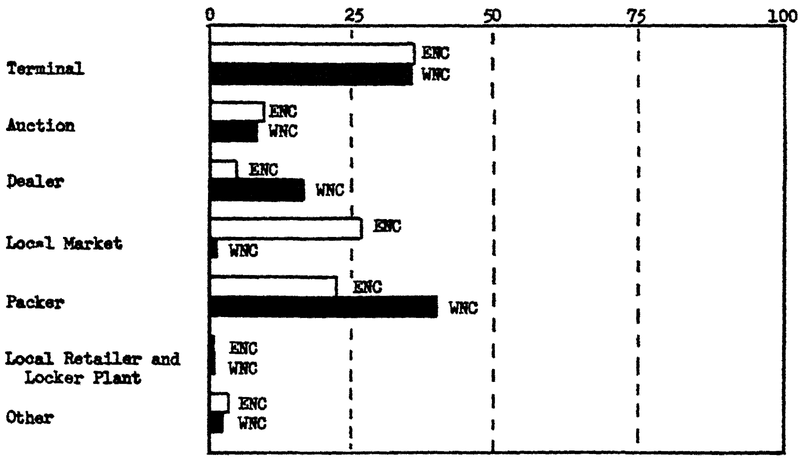
cent). Terminals declined slightly, 37.8 to 34.8 percent. Other types of outlets also declined during this period, (Figure III–6).

The data appear to show a fairly consistent pattern to the shift in use of various types of outlets for sale of slaughter hogs and pigs. Direct sales increased most in Iowa (32.3 to 57.5 percent) and the nearby states of Illinois, Wisconsin, and Minnesota. This increase appears to have taken place mainly in the concentrated hog production area which is farthest from a terminal market. Hogs from much of this area probably went to Chicago in 1940. Thus the shift in the area to direct sales may account for much of the decline at the Chicago terminal.

Farmers in states where large terminal markets are located close to major hog production areas continued to ship much of their slaughter hogs to those terminals. These states include Illinois, Indiana, and all of the West North Central States except Iowa. Sale through auction markets was important mainly in the states on the eastern and western edges of the region—Kentucky, Michigan, Ohio, Kansas, Nebraska, and South Dakota. In all states except Kansas and Nebraska, dealers obtained a smaller percentage of slaughter hogs in 1956 compared with 1940. Between 1940 and 1956 the percentage received by local markets increased in the East North Central States, but declined in the West North Central States. The percentage going to local markets was largest in the eastern-most states—Indiana, Ohio, Kentucky, and Michigan.

Data point up the increased desire for nearby outlets for slaughter hogs. In areas close to terminals, as large and in some cases perhaps a larger percentage of the slaughter hogs were sold

Figure III - 7
Percentage of Slaughter Hogs Sold by Farmers Through Various Types of Outlets, East North Central States and West North Central States, 1956



through terminals in 1956 compared with 1940. In more distant areas other types of outlets such as packers, local markets, auctions, and dealers took over much of the marketing of slaughter hogs and pigs. Outlets have moved nearer to the centers of production.

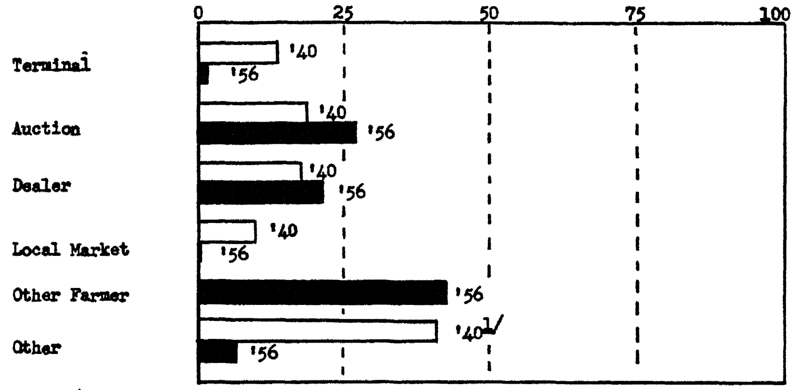
Outlets Farmers Used in Selling Feeder Hogs and Pigs

Terminal markets were of little importance for sale of feeder pigs. Terminals accounted for 34.8 percent of the slaughter hogs, but only 1.8 percent of the feeder pigs sold by farmers, (Figure III–8).

Direct sales to other farmers made up 42.6 percent of the feeder pig sales. Compared with this, direct sales of slaughter hogs to packers were 32.5 percent of the slaughter hogs sold by farmers. Auction markets ranked second to direct farm sales in percentage of feeder pigs handled (27.7 percent, and dealers ranked third (21.2 percent). The percentage of feeder pigs sold through various types of outlets was quite similar for the two parts of the region. The main difference was in importance of auctions and dealers. In the East North Central States auctions received 22.7 percent and dealers 28.1 percent. In the West North Central States auctions obtained 32.1 percent and dealers only 15.2 percent.

Between 1940 and 1956, the largest changes which took place in the outlets through which farmers sold feeder pigs were the increase in sales to auctions (18.7 to 27.7 percent), and the decrease in sales to terminals and local markets (13.2 to 1.8 percent and 9.2 to .5 percent, respectively). Sales to dealers and direct to other farmers increased slightly, (Figure III-8).

Figure III - 8
Percentage of Feeder Hogs Sold by Farmers Through Various Types of Outlets, North Central States, 1940 and 1956



1/ Other Farmer is included under Other for 1940.

Sales of Breeding Hogs and Pigs

Most of the breeding hogs and pigs sold by farmers were sold directly to other farmers. Direct sale of breeding hogs and pigs to other farmers accounted for 77.4 percent of the sales in 1956. Sales through auctions accounted for 15.1 percent. Terminals, dealers and local markets together handled only 3.5 percent of the breeding hogs and pigs farmers reported they sold. "Other" outlets (mainly cooperative shipping or selling associations, breeding associations or special auctions) accounted for the remainder, (Figure III—9).

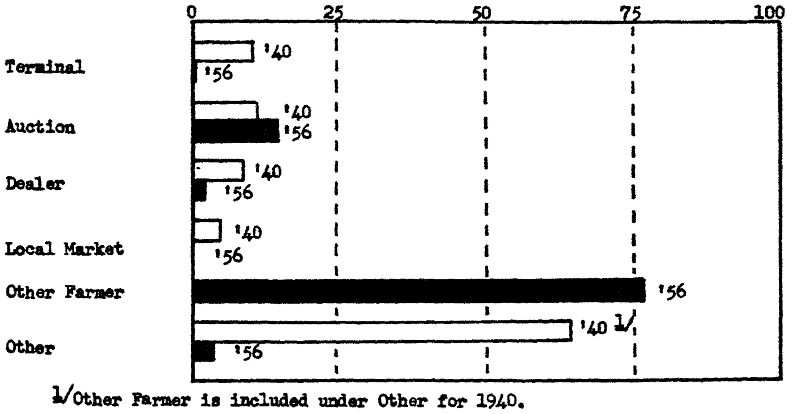
In the Eastern states, 84.6 percent of the hogs and pigs sold for breeding were sold directly to other farmers, and 8.1 percent were sold through auctions. In the Western states, sales direct to other farmers made up 74.4 percent of the total, and auctions received 18.0 percent, (Table III—7).

Between 1940 and 1957, the major changes which took place in marketing of breeding hogs and pigs were a shift away from terminals (10.7 to 1.0 percent), dealers (8.7 to 2.5 percent) and local markets (5.0 to less than 0.05 percent), and to direct sale to other farmers and sale through "other" outlets. These latter two classifications were not separated in the 1940 study, but together they increased from 64.6 percent in 1940 to 81.4 percent in 1956, (Figure III—9).

Sources of Hogs and Pigs Purchased by Farmers

The pattern of purchases of feeder pigs and hogs from different sources varied greatly between states. For the Region as a whole, other farmers were the most important source of feeder hogs and pigs in 1956. Farmers reported they obtained 42.8 percent of their

Figure III - 9
Percentage of Hogs Sold by Farmers Through Various Types of Outlets for Breeding or Herd Use, North Central States, 1940 and 1956



1/Other Farmer is included under Other for 1940.

feeder hogs and pigs directly from other farmers. Auctions sold 28.7 percent and 21.2 percent were sold by dealers.

The major difference between the East North Central and the West North Central States in the sources farmers used was the much lesser use of dealers in the East North Central States (12.5 percent) compared with the West North Central States (27.0 percent). Farmers in the East North Central States purchased a larger percentage from auctions and other farmers than did farmers in the West North Central States.

The pattern of sources used varied a great deal more between states in the western part of the Region than it did in the Eastern part of the Region. Farmers reporting said hogs obtained from auctions varied from a low of 19 percent in Minnesota and Missouri to a high of 100 percent in Nebraska. Those obtained directly from other farmers varied from zero in Nebraska and 10 percent in North Dakota to 67 percent in Missouri. Purchases of hogs from dealers were highest in Minnesota (38.3 percent) and Iowa (35.4 percent) and lowest in Nebraska (zero percent) and Kansas (3.3 percent).

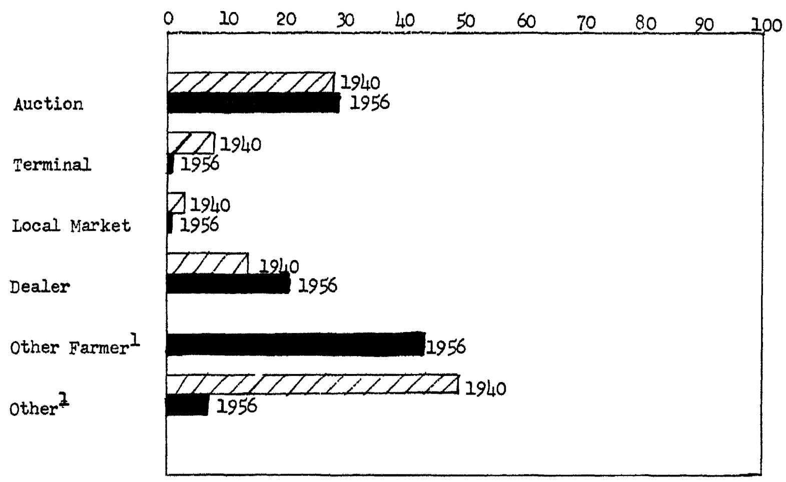
To purchase non-feeder hogs, farmers most often went directly to other farmers. Sixty-two percent of the purchases of non-feeder hogs were obtained directly from other farmers, 29 percent were obtained from auctions and 5 percent were obtained from dealers. Purchases directly from other farmers were higher in the East North Central States (73.9 percent) than in the West North Central States (56.3 percent). Purchases from auctions were lower in the East North Central States (20.2 percent) than in the West North Central States (33.0 percent). Sales by dealers also were lower in the East

North Central States (1.6 percent) than in the West North Central States (6.5 percent).

Compared with purchases of feeder hogs and pigs, farmers made more use of direct contacts with other farmers for purchases of non-feeder hogs and pigs. The percentage obtained from auctions was almost the same for both classes. The difference in percentage was the greatest for dealers. Twenty-one percent of the feeder hogs and pigs were obtained from dealers while only 5.0 percent of the non-feeder hogs and pigs were obtained from dealers.

Figure III - 10

Percentage of Feeder Pigs Purchased from Various Sources, North Central Region, 1940, 1956



[1]Other Farmer included with Other for 1940.

Changes in Sources from Which Feeder Hogs and Pigs Were Obtained

Farmers obtained almost exactly the same percentage of feeder hogs and pigs from auctions in 1956 (28.7 percent) as they did in 1940 (27.8 percent). The major difference in sources of feeder hogs and pigs was the decline in the percentage obtained from terminals (7.5 percent to .6 percent), and the increase in the percentage obtained from dealers (13.1 to 21.2 percent). The percentage obtained directly from farmers and "others" changed very little between 1940 and 1956.

TABLE III–1

Estimated Total Number and Percentage of Hogs and Pigs Sold for Various Uses by States, 1956

(Adjusted to A.M.S. estimated marketings)

State	Slaughter	Feeder	Breeding	Total
		number in thousands		
Illinois	10,143	922	137	11,202
Indiana	7,188	406	62	7,656
Kentucky[1]	1,357	184	53	1,594
Michigan[1]	1,130	182	17	1,329
Ohio	4,385	698	84	5,167
Wisconsin[1 2]	2,572	677	54	3,303
Total East North Central States	26,775	3,069	407	30,251
Iowa[3]	18,070	1,303	737	20,110
Kansas	1,319	113	17	1,449
Minnesota[1]	5,341	615	134	6,090
Missouri	5,568	1,075	38	6,681
Nebraska	3,610	214	14	3,838
North Dakota	523	65	10	598
South Sakota	2,306	103	26	2,435
Total West North Central States	36,737	3,488	976	41,201
Region	63,512	6,557	1,383	71,452
		percent		
Illinois	90.6	8.2	1.2	100.0
Indiana	93.9	5.3	.8	100.0
Kentucky	85.1	11.6	3.3	100.0
Michigan	85.0	13.7	1.3	100.0
Ohio	84.9	13.5	1.6	100.0
Wisconsin	77.9	20.5	1.6	100.0
Total East North Central States	88.5	10.2	1.3	100.0
Iowa	89.9	6.5	3.6	100.0
Kansas	91.0	7.8	1.2	100.0
Minnesota	87.7	10.1	2.2	100.0
Missouri	83.3	16.1	.6	100.0
Nebraska	94.1	5.5	.4	100.0
North Dakota	87.5	10.8	1.7	100.0
South Dakota	94.7	4.2	1.1	100.0
Total West North Central States	89.2	8.5	2.3	100.0
Region	88.9	9.2	1.9	100.0

[1] Estimates for Kentucky, Michigan, Wisconsin, Minnesota do not include sales from counties not included in the survey.

[2] Feeder pig estimates for Wisconsin were based primarily on "Wisconsin Feeder Pig Markets and Prices", Wisconsin Dept. of Agr., June 1957.

[3] Based on adjusted 1954 Iowa data.

TABLE III–2

Estimated Total Number and Percentage of Hogs and Pigs Purchased for Various Uses by States, 1956

State	Feeder	Other	Total
		number in thousands	
Illinois	1,090	137	1,227
Indiana	568	62	630
Kentucky[1]	155	53	208
Michigan[1]	165	17	182
Ohio	703	84	787
Wisconsin[1 2]	316	54	370
Total East North Central States	2,997	407	3,404
Iowa[3]	2,643	464	3,107
Kansas	174	17	191
Minnesota[1]	502	134	636
Missouri	833	38	871
Nebraska	168	14	182
North Dakota	33	6	39
South Dakota	87	26	113
Total West North Central States	4,440	699	5,139
Region	7,437	1,106	8,543
		percent	
Illinois	88.8	11.2	100.0
Indiana	90.1	9.9	100.0
Kentucky	74.5	25.5	100.0
Michigan	90.7	9.3	100.0
Ohio	89.3	10.7	100.0
Wisconsin	85.3	14.7	100.0
Total East Nort Central States	89.0	11.0	100.0
Iowa	85.1	14.9	100.0
Kansas	91.0	9.0	100.0
Minnesota	79.0	21.0	100.0
Missouri	95.6	4.4	100.0
Nebraska	93.3	6.7	100.0
North Dakota	84.6	15.4	100.0
South Dakota	76.8	23.2	100.0
Total West North Central States	81.9	18.1	100.0
Region	86.1	13.9	100.0

[1] Estimates for Kentucky, Michigan, Wisconsin, Minnesota do not include sales from counties not included in the survey.

[2] Feeder pig estimates for Wisconsin were based primarily on "Wisconsin Feeder Pig Markets and Prices," Wisconsin Dept. of Agr., June, 1957.

[3] Based on adjusted 1954 Iowa data.

TABLE III–3

Percentage of Slaughter Hogs Sold by Farmers Through Various Types of Outlets by States, 1940[1], 1956

State	Terminal		Auction		Dealer		Local Market		Packer		Local Retailer & Locker Plant[2]	Other	
	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956	1956	1940	1956
Illinois	61.9	51.0	.2	2.5	2.1	4.6	19.3	10.0	10.5	26.8	.1	6.0	5.0
Indiana	50.4	38.2	.7	2.5	1.4	.2	30.9	46.8	12.4	12.1	.1	4.2	.1
Kentucky	34.2	19.9	38.1	33.1	9.0	....	10.6	19.5	6.9	23.7	...	1.2	3.8
Michigan	24.1	10.5	13.2	58.1	13.9	1.7	15.6	20.4	23.9	7.2	1.4	9.3	.7
Ohio	16.2	18.1	15.6	18.5	19.8	.7	24.0	50.1	15.7	12.2	.2	8.7	.2
Wisconsin	23.4	15.5	....	....	25.1	11.8	.4	4.6	33.0	58.2	.1	18.1	9.8
East North Central	....	35.5	....	8.8	....	3.1	....	26.8	....	22.5	.2	....	3.1
Iowa	20.2	14.4	1.3	1.1	24.4	25.6	15.4	....	32.3	57.5	....	6.4	1.4
Kansas	30.9	49.2	20.6	22.8	9.5	10.9	8.0	.3	28.8	16.8	....	2.2	....
Minnesota	37.2	57.4	.4	.2	13.0	12.7	14.3	1.5	24.1	27.7	....	11.0	.5
Missouri	62.5	74.9	.6	2.1	4.3	.2	8.6	3.6	21.4	18.3	.1	2.6	.8
Nebraska	54.9	30.7	27.1	40.3	3.6	10.9	6.7	....	6.4	9.5	....	1.3	8.6
North Dakota	37.5	55.1	1.1	7.1	9.0	2.4	10.0	7.3	22.0	25.5	.8	20,4	1.8
South Dakota	29.1	31.1	10.1	21.1	4.8	1.8	4.5	....	48.4	44.6	....	3.1	1.4
W. North Central	....	34.3	....	7.1	....	16.1	....	.9	....	39.8	....	....	1.8
TOTAL N. CENTRAL[3]	37.8	34.8	5.0	7.8	12.9	10.6	15.4	11.8	22.3	32.5	.1	6.6	2.4

[1] 1940 figures are taken from the 1940 regional study "Marketing Livestock in the Corn Belt Region". South Dakota Experiment Station, Bulletin 365, November 1942, p. 125.
[2] For 1940, "Local Retailer" is included under "Other".
[3] 1940 data also includes Oklahoma in the totals for the region.

TABLE III–4

Percentage of Barrows and Gilts Sold for Slaughter by Farmers Through Various Types of Outlets, by States, 1956

State	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer & Locker Plant	Other
Illinois	47.5	2.6	4.7	10.3	29.4	.2	5.3
Indiana	36.8	1.8	.2	48.3	12.7	.1	.1
Kentucky	20.6	31.6	....	20.3	24.3	....	3.2
Michigan	10.6	58.2	1.6	20.9	7.2	1.5	....
Ohio	18.1	17.7	.7	50.6	12.6	.2	.1
Wisconsin	15.2	....	9.3	4.7	60.5	.1	10.2
East North Central	31.7	8.2	3.2	27.0	26.1	.2	3.6
Iowa	13.8	.8	25.4	...	58.5	....	1.5
Kansas	49.4	22.4	10.9	.2	17.1	....	....
Minnesota	56.8	...	13.1	1.4	28.2	....	.5
Missouri	75.7	2.2	.2	3.6	17.4	.1	.8
Nebraska	30.2	41.0	11.1	....	9.4	....	8.3
North Dakota	55.9	6.5	2.3	7.6	24.9	.9	1.9
South Dakota	29.6	20.9	2.0	....	45.9	....	1.6
West North Central	31.6	6.0	17.6	.7	42.3	....	1.8
TOTAL NORTH CENTRAL	31.6	7.0	11.2	12.4	35.1	.1	2.6

TABLE III–5

Percentage of Other Slaughter Hogs Sold by Farmers Through Various Types of Outlets by States, 1956

(Excluding Barrows and Gilts)

State	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer & Locker Plant	Other
Illinois	69.9	2.0	4.2	8.8	12.2	....	2.9
Indiana	59.3	14.4	.2	23.6	2.3	....	.2
Kentucky	8.5	59.1	....	5.9	12.1	.6	13.8
Michigan	8.8	55.5	4.0	13.9	7.9	.4	9.5
Ohio	17.6	34.4	.9	40.1	4.1	....	2.9
Wisconsin	19.1	....	59.2	1.9	16.7	....	3.1
East North Central	55.7	9.9	7.9	13.4	10.1	....	3.0
Iowa	18.8	3.2	27.4	....	49.5	....	1.1
Kansas	44.1	40.7	9.3	....	5.9	....	....
Minnesota	63.0	1.3	9.4	2.9	22.8	....	.6
Missouri	52.8	1.2	....	4.2	41.8	....	....
Nebraska	39.2	29.2	7.0	....	12.6	....	12.0
North Dakota	46.5	13.9	3.3	4.5	31.8	....	....
South Dakota	41.2	22.5	1.1	....	35.2	....	....
West North Central	29.5	5.5	20.9	.6	42.1	....	1.4
TOTAL NORTH CENTRAL	40.6	7.4	15.4	6.0	28.5	....	2.1

TABLE III–6

Percentage of Feeder Hogs Sold by Farmers Through Various Types of Outlets, by States, 1940, 1956

State	Terminal		Auction		Dealer		Local Market		Other Farmer[2]	Other	
	1940	1956	1940	1956	1940	1956	1940	1956	1956	1940	1956
Illinois	13.9	5.4	10.2	22.6	13.8	17.1	3.7	.1	54.8	58.4	....
Indiana	16.9	....	10.5	21.8	10.8	2.8	24.0	....	71.0	37.8	4.4
Kentucky	11.1	.8	42.8	26.0	17.9	15.7	7.7	1.3	55.9	20.5	.3
Michigan	5.4	....	17.6	60.7	7.7	1.9	7.3	.4	35.8	62.0	1.2
Ohio	9.2	....	13.5	31.8	11.5	20.8	16.8	....	47.4	49.0	....
Wisconsin	5.4	....	.2	2.8	46.1	75.9	....	....	12.1	48.3	9.2
East North Central	....	1.7	....	22.7	....	28.1	....	.1	44.7	....	2.7
Iowa	15.3	.7	14.5	48.3	15.2	6.2	13.4	....	44.1	41.6	.7
Kansas	10.4	2.0	36.4	51.3	13.9	8.6	8.7	....	38.1	30.6	....
Minnesota	23.0	.3	4.7	6.3	18.3	36.6	6.0	2.3	29.2	48.0	25.3
Missouri	16.5	2.5	10.2	20.4	26.4	19.1	3.6	1.1	47.4	43.3	9.5
Nebraska	5.8	....	54.9	60.4	13.0	3.3	5.1	....	36.3	21.2	....
North Dakota	29.4	7.4	8.5	21.8	16.4	3.7	6.5	3.2	36.3	39.2	27.6
South Dakota	4.2	24.2	55.7	31.2	10.7	1.1	6.1	....	11.4	23.3	32.1
West North Central	....	2.0	....	32.1	....	15.2	....	.8	40.7	....	9.2
TOTAL NORTH CENTRAL	13.2[1]	1.8	18.7	27.7	17.8	21.2	9.2	.5	42.6	41.1	7.2

[1] Total for the region in 1940 included Oklahoma.
[2] For 1940, "Other Farmer" is included under "Other".

TABLE III–7

Percentage of Hogs Sold by Farmers Through Various Types of Outlets for Breeding or Herd Use, by States, 1940 and 1956

State	Terminal		Auction		Dealer		Local Market		Other Farmer[1]	Other	
	1940	1956	1940	1956	1940	1956	1940	1956	1956	1940	1956
Illinois	17.1	....	5.7	15.5	7.4	1.6	2.3	....	82.9	67.5	....
Indiana	27.5	....	19.2	15.4	.5	1.1	3.1	....	83.5	49.7	....
Kentucky	18.3	21.8	.7	....	....	....	1.5	....	76.4	79.5	1.8
Michigan	4.7	....	10.6	11.6	10.3	47.8	9.0	....	40.6	65.4	....
Ohio	2.9	....	6.6	....	7.3	....	17.0	.6	92.5	66.2	6.9
Wisconsin	....	....	.3	....	17.0	....	....	....	100.0	82.7	....
East North Central	....	2.8	....	8.1	....	2.7	....	.1	84.6	....	1.7
Iowa	4.3	....	10.0	18.9	13.6	1.8	2.7	.1	75.8	69.4	3.4
Kansas	12.3	....	15.6	41.7	9.0	....	9.0	....	58.3	54.1	....
Minnesota	14.4	1.5	5.5	7.2	5.3	6.7	8.0	....	84.6	66.8	....
Missouri	19.3	....	5.6	28.6	6.8	1.0	.8	....	36.2	67.5	34.2
Nebraska	3.7	....	42.0	22.8	2.8	....	.2	....	9.2	51.3	68.0
North Dakota	29.6	....	3.3	....	4.6	....	5.3	....	100.0	57.2	....
South Dakota	5.2	....	14.5	20.7	8.6	3.4	22.7	....	74.7	49.0	1.2
West North Central	....	.2	....	18.0	....	2.4	....	....	74.4	....	5.0
TOTAL NORTH CENTRAL[2]	10.7	1.0	11.0	15.1	8.7	2.5	5.0	....	77.4	64.6	4.0

[1] For 1940, "Other Farmer" is included under "Other".
[2] 1940 totals for the region include Oklahoma.

TABLE III–8

Percentage of Feeder Hogs and Pigs Purchased by Farmers from Various Sources, by States, 1956

State	Auction		Other Farmer[1]	Terminal		Local Market		Dealer		Shipping or Selling Coop. Assn.		Other	
	1940	1956	1956	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956
Illinois	11.8	36.6	50.8	6.7	....	5.1	.6	14.0	8.0	.4	....	62.0	4.0
Indiana	16.4	14.5	33.1	5.2	2.3	5.2	....	7.7	20.7	....	....	65.5	29.4
Kentucky	56.4	20.0	63.6	3.1	....	1.2	....	6.7	10.0	.1	....	32.5	6.4
Michigan	23.0	47.1	44.6	27.0	....	1.7	1.8	6.0	6.5	2.1	....	40.2	....
Ohio	19.6	37.6	47.8	5.5	....	3.4	4.2	12.2	10.0	.8	....	58.5	.4
Wisconsin	3.5	20.9	50.9	4.9	....	.3	....	41.3	23.0	6.6	5.2	43.4	....
Total East North Central States	....	30.6	47.0	....	.4	....	1.3	....	12.5	....	.6	....	7.6
Iowa	25.9	24.5	38.0	5.3	....	.8	....	14.1	35.4	.7	1.6	53.2	.5
Kansas	48.7	63.5	33.2	10.5	....	2.7	....	2.4	3.3	.2	....	35.5	....
Minnesota	17.0	18.8	35.0	14.2	2.2	7.5	.8	10.2	38.3	2.4	....	48.7	4.9
Missouri	18.2	19.1	66.8	7.2	.6	1.5	....	17.8	5.5	.6	....	54.7	8.0
Nebraská	80.6	100.0	....	1.4	....	.6	....	1.0	....	....	....	16.4	....
North Dakota	2.6	38.1	9.7	45.5	45.4	5.0	....	....	6.8	.5	....	46.4	....
South Dakota	68.1	27.1	13.7	1.1	....	1.7	....	4.3	24.9	....	....	24.8	34.3
Total West North Central States	....	27.5	40.1	....	.7	....	.1	....	27.0	....	.9	....	3.7
Region	27.8[2]	28.7	42.8	7.5	.6	2.5	.6	13.1	21.2	.8	.8	48.3	5.3

[1] "Other Farmer" is included under "Other" for 1940.
[2] Totals for 1940 include Oklahoma.

TABLE III–9

Percentage of Non-Feeder Hogs Purchased by Farmers from Various Sources by States, 1956

States	Auction	Other Farmer	Terminal	Local Market	Dealer	Cooperative Shipping Association	Other
			East North Central States				
Illinois..........	16.6	81.1	....	.9	.6	....	.8
Indiana..........	11.5	77.9	...	....	.7	...	9.9
Kentucky........	19.8	78.2	...	..	2.0	....	....
Michigan........	7.4	89.3	....	...	.8	....	2.5
Ohio............	33.6	60.5	.	2.6	1.0	.	2.3
Wisconsin........	22.8	62.7	7.6	....	6.3	.6	....
Total East North Central..	20.2	73.9	1.0	.8	1.6	.1	2.4
			West North Central States				
Iowa............	31.8	60.5	...	...	2.9	....	4.8
Kansas..........	63.5	33.2	...	..	3.3	...	...
Minnesota.......	7.5	63.9		...	26.1	....	2.5
Missouri.........	22.7	62.2	..	6.2	7.6	...	1.3
Nebraska........	36.0	62.8	.	...	1.2	...	....
North Dakota.. ..	15.6	82.8	..	..	1.6	....	...
South Dakota....	9.7	71.2	....	..	1.5	.7	16.9
Total West North Central..	33.0	56.3	.	.3	6.5	....	3.9
Region..........	29.0	61.8	.3	.5	5.0	....	3.4

[1] Other Farmer included with Other for 1940.

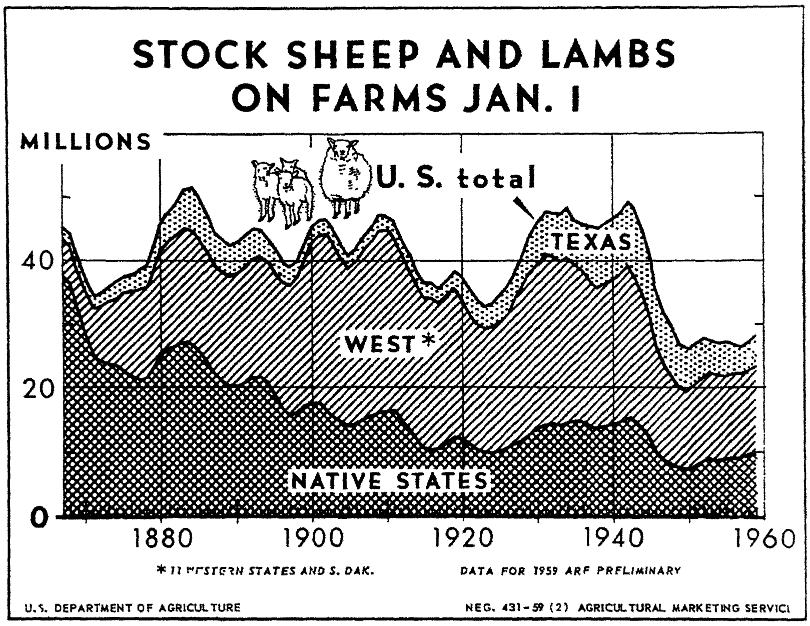
Chapter IV

Marketing of Sheep and Lambs[1]

Sheep and lambs are of relatively less importance than cattle and hogs in terms of total receipts of farmers in the Corn Belt area. The 13-state area accounted for slightly over 40 percent of the nation's total sheep and lamb production in 1956. However, only 1 percent of the cash receipts of farmers in the area was obtained from sale of sheep and lambs, (Tables IV—1 and 2).

United States farm production of lamb and mutton is concentrated mainly in the North Central States and the Western states. However, within this large area there are several concentrated points of lamb marketing. Many of these concentrations are associated with large lamb feeding operations near heavy sugar beet producing areas where beet pulp is the main feed ingredient, (Figure IV—2). Two such concentrations are in Nebraska, and one in South Dakota.

FIGURE IV—1



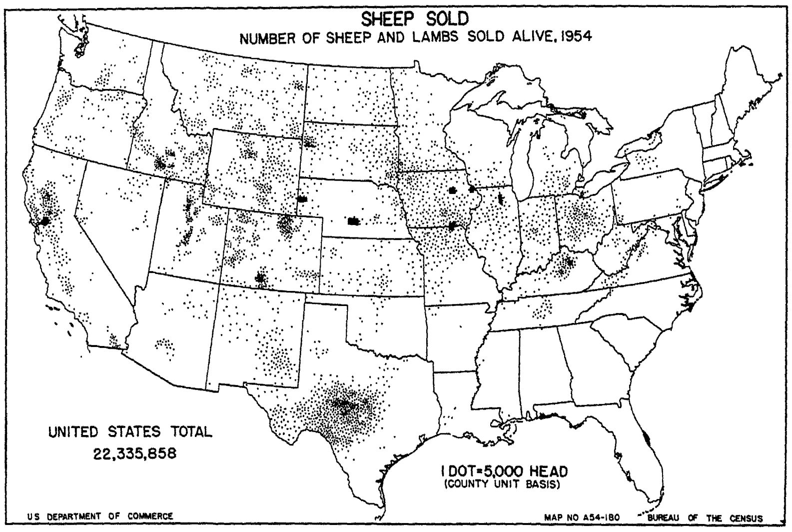
[1]Data on sheep and lamb sales and purchases were not collected in Iowa.

Large numbers of lambs are shipped to the northeastern part of the United States and to California for slaughter. United States consumption of lamb is concentrated in Northeastern United States and California. Per capita consumption is much greater in these areas than in the remainder of the United States. New York and California consume almost one-half of the total lamb used, (Figure IV—3).

Number of Sheep and Lambs on Farms

Numbers of stock sheep and lambs on United States farms declined from 46.3 million in 1940 to 26.4 million in 1956. This rapid drop also occurred in the Corn Belt area where numbers on

FIGURE IV—2



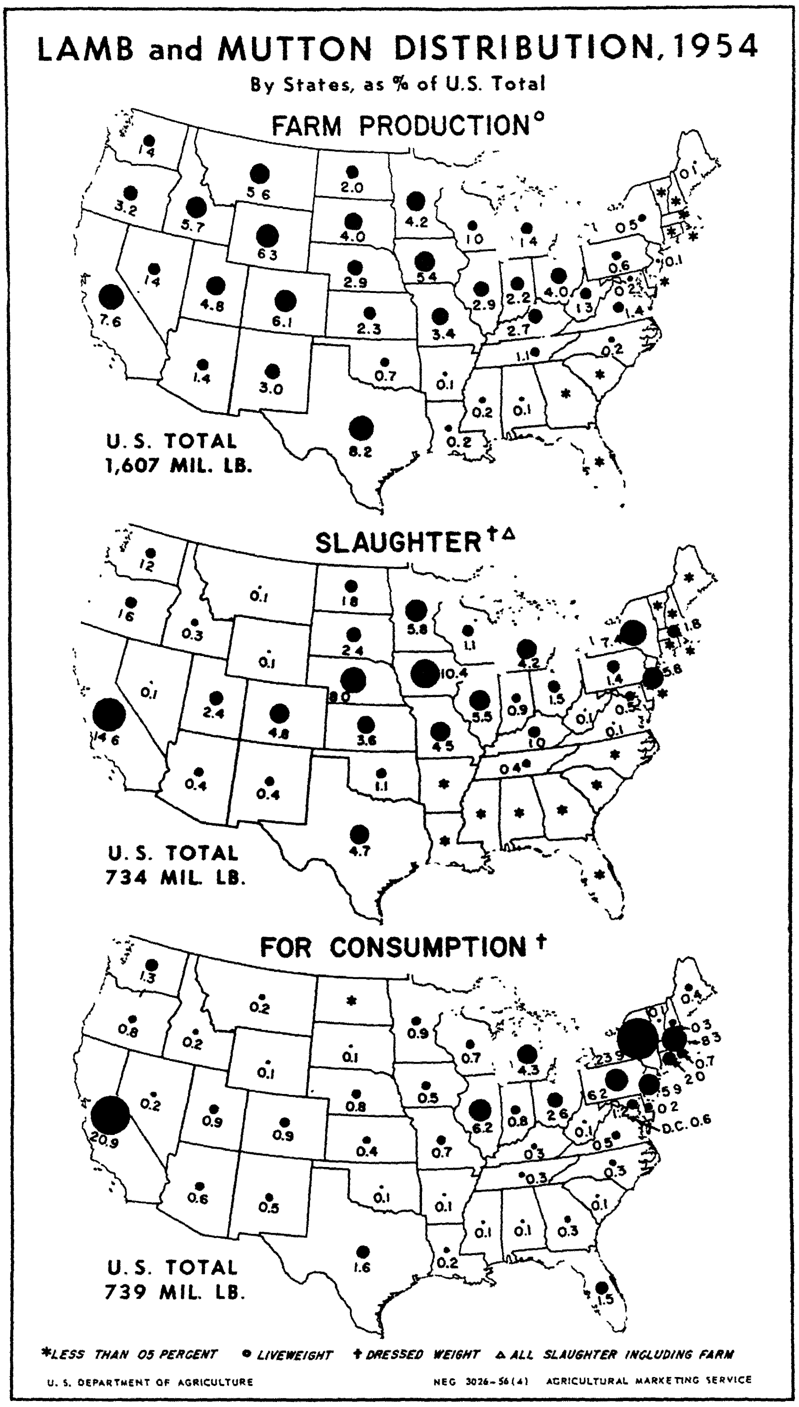
farms dropped from 12.6 million in 1940 to 8 million in 1956. Most of the decline in both numbers and production came between 1943 and 1949. From 1949 to 1956 United States numbers held fairly stable at about 27 million, (Figure IV—1).

Class of Sheep and Lambs Sold by Farmers in the Corn Belt States

Sheep and lambs sold by farmers were classified by general type and by expected use. The classifications by type were lambs, ewes, and older wethers and bucks. Those by use were slaughter, feeder, and breeding or flock. The estimated percentages are shown in Figure IV—4.

Over 90 percent of the total sheep and lambs sold by farmers were classified as lambs. Cull ewes and those sold for breeding made up most of the remainder of the sheep and lambs sold by farmers. Sale of feeder lambs in the 13 states was relatively unim-

FIGURE IV–3



LAMB and MUTTON DISTRIBUTION, 1954
By States, as % of U.S. Total
FARM PRODUCTION°
U. S. TOTAL
1,607 MIL. LB.
SLAUGHTER†△
U. S. TOTAL
734 MIL. LB.
FOR CONSUMPTION†
U. S. TOTAL
739 MIL. LB.
*LESS THAN 05 PERCENT ° LIVEWEIGHT † DRESSED WEIGHT △ ALL SLAUGHTER INCLUDING FARM
U. S. DEPARTMENT OF AGRICULTURE
NEG 3026-56(4) AGRICULTURAL MARKETING SERVICE

portant in total. Most of the lambs saved in the 13-state area apparently were sold directly for slaughter from the farm where they were born.

Sheep and lambs sold for slaughter made up the largest part of the total sales by farmers, (86.0 percent). Lambs made up the major part of total sale of slaughter sheep and lambs, but cull ewes also contributed large numbers to the total slaughter sales. Sales of older wethers also were quite important in some states.

Sales of feeder lambs made up only 8.5 percent of the total farm sales of sheep and lambs in the 13 states, (Figure IV—4). Feeder sales reported by farmers were concentrated mainly in the West North Central States, (Table IV—1). Sales of sheep and lambs for breeding purposes made up 5.5 percent of the total sales of sheep and lambs reported, (Figure IV—4). This is somewhat higher than the percentages of either hogs and pigs or cattle and calves which were sold for breeding purposes. Ewes were the most important class of breeding sheep sold. However, lambs also made up an important part of the total number of sheep sold for breeding purposes.

Classes of Sheep and Lambs Purchased by Farmers

Feeder lambs made up 68.6 percent of the total sheep and lambs purchased by farmers in 1956. In the East North Central States 58.7 percent of the sheep and lambs purchased were feeders. In the West North Central States 74.5 percent were feeders, (Figure IV—5). The ratio of feeder purchases to sales of slaughter sheep and lambs was .36 for the region. Thus, approximately 36 percent of the slaughter sheep and lambs were purchased as feeders and finished out before slaughter. The ratio of feeder sales to slaughter sales was higher in the West North Central States (37.5 percent) than in the East North Central States (32.8 percent).

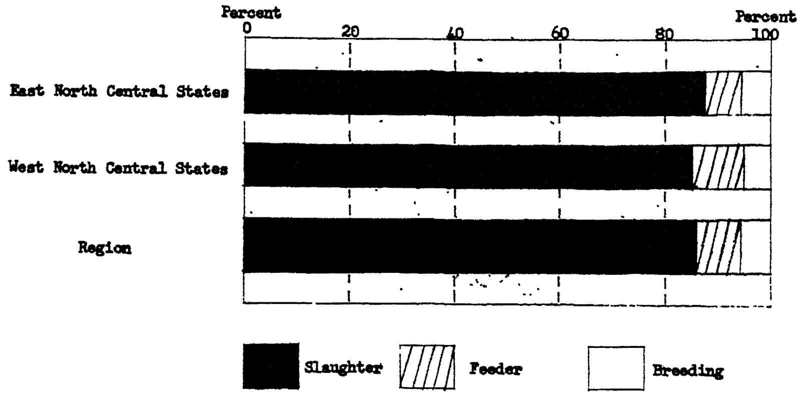
In the eastern part of the region many farmers followed the practice of obtaining western ewes for breeding. This tendency of eastern flock owners largely accounts for the somewhat higher percentage which breeding sheep made up of total sheep purchases in the eastern states compared with the western states.

Outlets Farmers Used in Selling Sheep and Lambs

Slaughter Sheep and Lambs

Terminal markets were the major outlet used by farmers for selling slaughter sheep and lambs in both the East and West North Central States. In 1956, 58.9 percent of slaughter sheep and lambs sold by farmers in the Region were sold through terminals. Direct sales to packers ranked next to terminals in percentage of the total received (15.4 percent). Sales to auctions accounted for 13.2 percent, (Figure IV—6).

Figure IV - 4
Percentage of Sheep and Lambs Sold for Various Uses, East North Central and West North Central States, 1956



In the East North Central States 45.9 percent were sold through terminals compared with 68.5 percent in the West North Central States. Auctions were more important in the eastern states than in the western states (25.3 percent compared with 4.2 percent). Sales to local markets also were more important in the eastern than in the western part of the region. The percentage sold direct to packers was considerably higher in the West North Central States (23.1 percent) than in the East North Central States (5.1 percent).

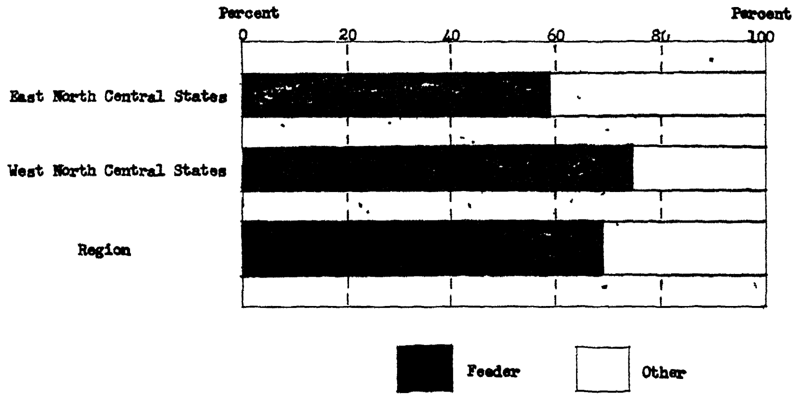
From 1940 to 1956 the most important change which took place in marketing slaughter sheep and lambs was a shift to greater use of terminals. Between 1940 and 1956 the percentage of slaughter sheep and lambs sold through terminals increased in 7 of the 12 states, declined in 3 of the 12 states and was about unchanged in Illinois and Minnesota.

The percentage sold to dealers and local markets declined considerably between 1940 and 1956 for the region as a whole. Sales to dealers declined more in the East North Central States than in the West North Central States. Sales to local markets declined more in the West North Central States. The percentage sold through auctions increased slightly in the region as a whole from 1940 to 1956. The percentage sold direct to packers declined slightly from 1940 to 1956.

Outlets Through Which Farmers Sold Feeder Sheep and Lambs

Dealers were the major outlet used by farmers in selling feeder sheep and lambs in 1956, (32.9 percent). Other outlets ranked as follows: other farmers 24.1 percent), terminals (18.0 percent),

Figure IV - 5
Percentage of Sheep and Lambs Purchased by Farmers
for Various Uses,
East North Central and West North Central States, 1956



auctions (14.9 percent), and local markets (7.1 percent), Figure IV—6. The two parts of the region differed substantially in outlets used. In the East North Central States local markets obtained the largest share (35.0 percent) and other farmers were second (31.7 percent). In the West North Central States, dealers were first with 39.1 percent and terminals second with 23.7 percent.

In contrast with many other types of livestock marketed, the major shift in marketing feeder sheep and lambs was in selling more to dealers and local markets. Auctions also increased their volume between 1940 and 1956. Percentages sold to terminals and "other outlets" (including direct to other farmers) declined.

Outlets Through Which Farmers Sold Breeding Sheep

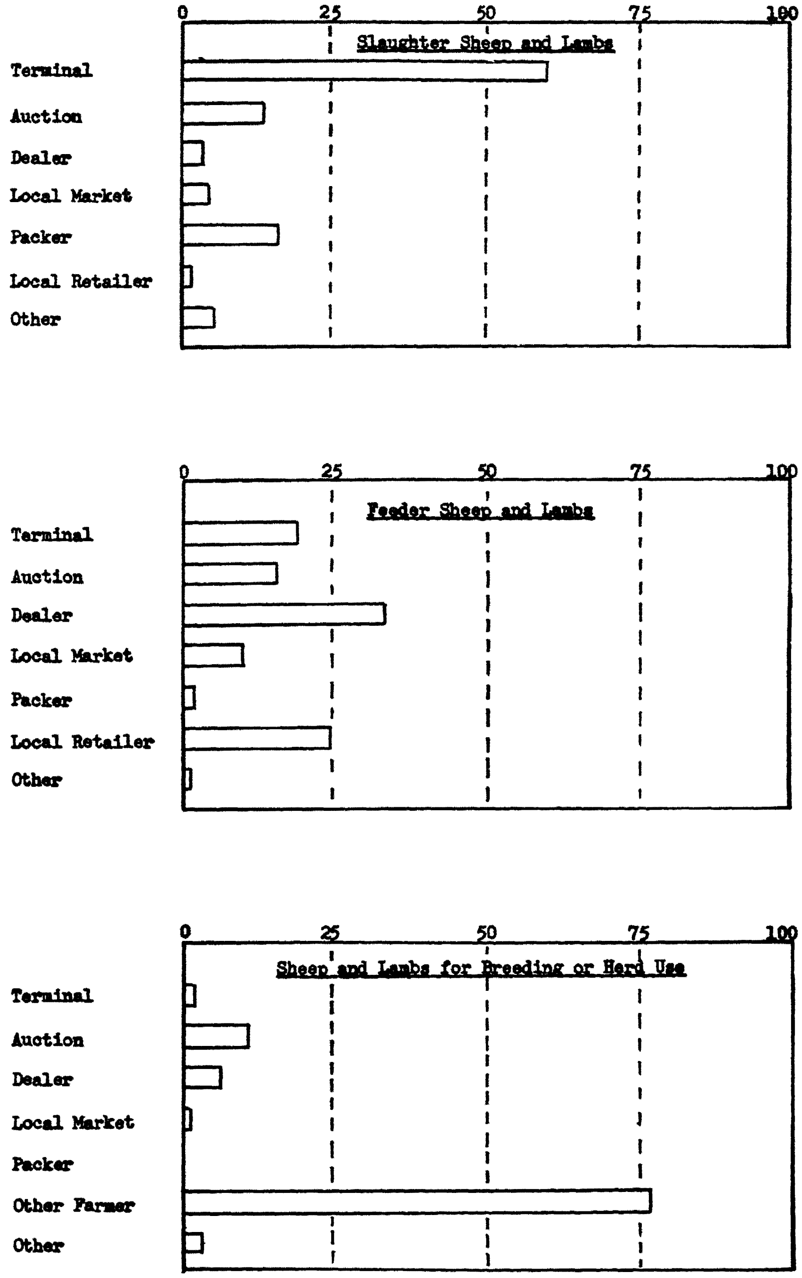
Most of the sheep and lambs sold by farmers for breeding or flock use went directly from farm to farm. All but 22.4 percent of the sheep and lambs in the 13 states reported sold for breeding or flock use went directly to other farmers. Auctions received 10.5 percent, and 6.5 percent were sold to dealers, (Figure IV—6).

The major shifts between 1940 and 1956 were away from sale through terminals, dealers, and local markets and to direct sale to other farmers.

Sources of Sheep and Lambs Purchased by Farmers

Dealers were the most important source of both feeder sheep and lambs purchased by farmers in 1956. Dealers accounted for 35 percent of the feeder sheep and lambs and 24 percent of the non-feeder sheep and lambs. Auctions ranked second for feeder sheep and lambs with 24 percent and other farmers ranked third with 20 percent.

Figure IV - 6
Percentage of Sheep and Lambs Sold Through Various Outlets by Use,
North Central Region, 1956



Dealers were considerably more important in the West North Central States than in the East North Central States. Terminal markets accounted for less than one percent of the feeder sheep and lambs purchased by farmers in the west while in the east they accounted for one-third. Auction markets in the region accounted for 22 percent in the west and 30 percent in the east.

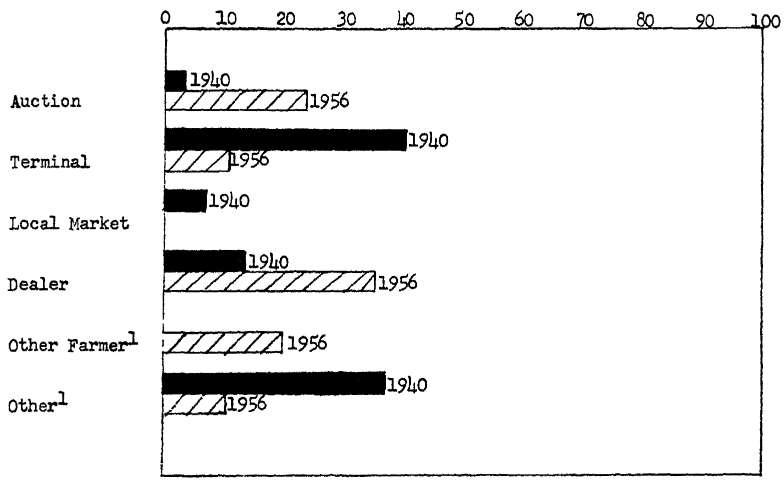
For non-feeder sheep, other farmers ranked first with 40 percent, dealers were second with 24 percent.

Changes in Sources From Which Feeder Sheep and Lambs Were Obtained

Between 1940 and 1956 substantial shifts took place in the sources from which farmers obtained feeder sheep and lambs. The major shift was away from purchase from terminals and cooperative associations to purchase from dealers and auctions. The percentage obtained from other farmers and "other sources" combined changed very little between 1940 and 1956, (Figure IV—7).

Figure IV - 7

Percentage of Feeder Sheep and Lambs Purchased by Farmers from Sources, North Central Region, 1940, 1956



[1]Other Farmer included with Other for 1940.

TABLE IV–1

Estimated Total Number and Percentage of Sheep and Lambs Sold for Various Uses, East North Central and West North Central States, 1956

Area	Slaughter	Feeder	Breeding	Total
		numbers in thousands[1]		
East North Central	2,982	219	197	3,398
West North Central	5,503	618	346	6,467
Region	8,485	837	543	9,865
		percent		
East North Central	87.8	6.4	5.8	100.0
West North Central	85.1	9.6	5.3	100.0
Region	86.0	8.5	5.5	100.0

[1] Agricultural Marketing Service estimated total marketings were used to adjust expanded survey data.

TABLE IV–2

Estimated Number and Percentage of Sheep and Lambs Purchased by Farmers for Feeding and for Other Uses, East North Central and West North Central States, 1956

Area	Feeder	Other	Total
		numbers in thousands	
East North Central	978	687	1,665
West North Central	2,065	706	2,771
Region	3,043	1,393	4,436
		percent	
East North Central	58.7	41.3	100.0
West North Central	74.5	25.5	100.0
Region	68.6	31.4	100.0

TABLE IV–3

Percentage of Slaughter Sheep and Lambs Sold Through Various Types of Outlets, 1940 and 1956

Area	Terminal		Auction		Dealer		Local Market		Packer		Local Retailer		Other	
	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956
E. North Central	....	45.9	....	25.3	....	2.3	...	9.1	. .	5.1	...	2.5	....	9.8
W. North Central	....	68.5	...	4.2	...	2.9	. .	.	...	23.1	....	...	...	1.3
Region[1]	51.1	58.9	10.2	13.2	6.7	2.6	8.9	3.9	17.3	15.4	....	1.1	5.8	4.9

[1] 1940 Region totals include Iowa and Oklahoma.

TABLE IV–4

Percentage of Sheep and Lambs Sold by Farmers Through Various Types of Outlets by Uses, East North Central and West North Central States, 1956, Region, 1940 and 1956

Area	Terminal		Auction		Dealer		Local Market		Packer		Other Farmer[1]	Other[1]	
	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956	1956	1940	1956
						Feeding							
E. North Central..	....	2.0	....	15.6	....	15.7	....	35.0	....	....	31.7	....	....
W. North Central..	....	23.7	....	14.6	....	39.1	....	....	....	1.1	21.4	....	.1
Region[2]..........	26.9	18.0	6.5	14.9	21.9	32.9	7.1	9.2	2.6	.8	24.1	35.5	.1
						Breeding							
E. North Central..	....	3.4	....	9.9	....	7.6	....	1.4	....	....	69.1	....	8.6
W. North Central..	....	.8	...	10.8	....	5.9	....	....	....	....	82.5	....	....
Region[2]..........	11.0	1.8	10.7	10.5	9.3	6.5	2.2	.5	.7	....	77.6	66.1	3.1

[1] Other Farmer included in Other for 1940.
[2] Includes Iowa and Oklahoma.

TABLE IV–5

Percentage of Sheep and Lambs Purchased by Farmers from Various Sources, East North Central and West North Central States, 1940 and 1956

Area	Auction		Other Farmer[1]	Terminal		Local Market		Dealer		Shipping or Selling Coop. Ass'n.		Other	
	1940	1956	1956	1940	1956	1940	1956	1940	1956	1940	1956	1940	1956
					Feeder								
E. North Central..	....	29.7	9.6	..	33.3	....	.1	....	21.0	....	....	....	6.3
W. North Central..	....	21.6	24.5	...	.4	....	....	....	41.4	....	....	....	12.1
Region[2]..........	3.3	24.2	19.7	40.7	11.0	6.2	....	12.7	34.9	10.3	....	26.8	10.2
					Non Feeder								
E. North Central..	....	7.7	20.8	....	25.0	....	21.7	....	17.5	....	....	....	7.3
W. North Central..	....	18.2	40.1	...	7.2	....	....	....	31.2	....	....	....	3.3
Region..........	....	13.0	30.6	....	16.0	....	10.7	....	24.4	....	....	....	5.3

[1] "Other Farmer" is included under "Other" for 1940.
[2] Totals for the Region for 1940 include Oklahoma.

Chapter V

Method of Sale and Time of Sale

Ideally, in a market, the price at which an animal changes hands is that figure which represents the highest value in alternative uses to any potential buyer. Where an animal has only one possible use, such as a fat steer or barrow, the price is likely to be close to the buyers' estimates of the value of meat products which can be derived from the carcass. This can be most accurately determined after the animal is slaughtered, graded and made into wholesale cuts. Within grade classification, the total live value will be closely related to weight.

In the case of feeder livestock, value is based on estimated finished (slaughter) grade and weight and the estimated cost in feed and labor to get the animal to slaughter finish. Since the cost of getting an animal to finished weight is closely related to the amount of increase in weight required, present liveweight is an important factor in valuing a feeder animal. However, other factors such as expected feed conversion rate, death loss, and probability of reaching various grades are very important. The greater the amount of gain required and, consequently, the longer the period required to finish the animal, the more important other factors become. Small differences in present weight then become less important. Thus, for heavy feeder animals, weight and expected grade are the major factors in a valuation. In the case of light feeder animals, even considerable differences in present weight are less important than expected conversion rate, the cost of gain, and the ability to grade well.

For lightweight feeder livestock, the farmer usually expects to make his profits from the differential between cost of gain and selling price. With heavy feeder animals, the farmer generally must depend more on his ability to move the animal up in grade and consequently in value per unit of weight. Thus, the buyer of heavy feeders is primarily interested in the amount he must pay per unit of weight. A buyer of lightweight feeder stock is interested primarily in how much he must pay for the whole animal, which, once in his yard, represents the possibility for a profit by achieving gain in weight at a cost below the selling price.

For animals sold for breeding or dairy purposes, the buyer is interested mainly in the ability of the animal to produce high quality offspring, or in the case of dairy cows and heifers, the ability to produce milk economically. Value is related to weight only because of the possibility of a misfortune which may require immediate slaughter of the animal, or when an animal is purchased for short-time breeding use followed by sale for slaughter.

With animals for which the value to the farmer or other buyers is closely related to weight the risk of loss due to an error in valuation is likely to be minimized by buying on a weight basis. However, in buying breeding animals and to a lesser extent light feeder animals, this risk for the farmer or other buyers may be increased when price is based on weight.

It is to be expected that where there is risk, it is likely to be discounted by buyers in the form of a lower offering price. Usually it is to the seller's advantage to sell by a method which minimizes the buyer's risk. This risk may be minimized by weighing before sale and announcing the weight regardless of method of sale. However, at many markets this practice is not usually followed.

Basis of Selling Slaughter Livestock

Data on the basis of sale were collected on each lot of livestock sold by farmers interviewed. Almost 100 percent of the livestock marketed were sold by the head or by liveweight. The number sold by carcass weight, or on a weight and yield basis in the North Central States, was small. Only a few animals were reported by the 6,500 farmers from whom data were collected.[1] Numbers in the sample were too small to provide reliable data for sale on basis other than head and liveweight.

Substantial differences were found between classes, outlets and parts of the region in the percentage of slaughter livestock sold by head and by liveweight. These differences appeared to be related to outlets used and to some extent to uncertainty of final use. In general, when slaughter livestock were sold on a head basis it appears to have been primarily for one of two reasons: first, where scales were not conveniently available, as was the case with many of the purchases made by livestock dealers; second, where the animals could very easily be put to other uses than slaughter. In the latter case, the farmer may have offered the livestock on a head basis either for his own convenience in comparing other offers or for the convenience (or risk minimization) of buyers who might be interested in the animal for non-slaughter purposes. These reasons appear to explain a large part of the differences between classes, outlets, and parts of the region in the percentage of livestock purchased by head rather than on the liveweight basis, (Table V–1).

In both parts of the region, close to 99 percent of the slaughter barrows and gilts were sold on a liveweight basis. Between 98 and 99 percent of the slaughter sows were sold on a liveweight basis.

[1]Data on method of sale of livestock in Iowa were not available.

TABLE V—1

Percentage of Slaughter Livestock Sold by Head and by Liveweight, by Class, East North Central States and West North Central States, 1956

Class	By Head		By Liveweight	
	East North Central States	West North Central States	East North Central States	West North Central States
Steers & Heifers	1.3	6.5	98.7	93.5
Dairy Heifers	30.8	7.2	69.2	92.7
Bulls	10.7	6.1	89.3	93.9
Dairy Cows	4.9	4.2	95.1	95.9
Calves under 500 pounds	10.7	5.5	89.3	94.5
Vealers and Deacon Calves	4.9	9.1	95.1	90.9
Barrows and Gilts	.9	1.5	99.0	98.5
Sows	1.8	1.6	98.3	98.4
Lambs	.6	.4	99.4	99.6
Ewes	11.9	6.3	88.1	93.6

The percentage of slaughter lambs sold on a liveweight basis was even higher than the percentage of hogs sold on the same basis. In the East North Central States farmers reported 99.4 percent of the slaughter lambs sold on a liveweight basis and, in the West North Central States, 99.6 percent. The small percentage of slaughter lambs sold on head basis probably results from the greater difficulty in estimating liveweight of lambs than of other species of slaughter livestock. In both parts of the region, the percentages of other slaughter sheep sold on liveweight basis were substantially lower than the percentage of slaughter lambs sold the same way.

For slaughter cattle and calves, the highest percentages of animals sold on the liveweight basis were reported for steers and heifers in the East North Central States, (98.7 percent). In contrast with this, farmers in the West North Central States reported that only 93.5 percent of the slaughter steers were sold on a liveweight basis. For beef cows, which was the second most important class of slaughter livestock sold by farmers in the western part of the region, 96.7 percent were priced on a liveweight basis. In the eastern part only 87.2 percent of the beef cows sold for slaughter were priced on a liveweight basis. Again these differences appear to reflect mainly the differences in the possibility of alternative uses which farmers in the two parts of the region could foresee for the particular class of livestock.

In the East North Central States the percentage of slaughter steers and heifers sold by the head was higher where dealers were the outlet than for other outlets. In the West North Central States the percentage of steers and heifers purchased by head was larger for packers than other types of market outlets.

Probably most packer purchases on a head basis were made by their traveling buyers, (Table V—6). For other slaughter cattle and calves dealers and auctions showed the highest percentage sold by head. For slaughter hogs the percentage sold by head was small for all types of markets. Farmers in the East North Central States reported that 12.5 percent of the slaughter lambs sold to dealers were sold on a head basis. However, total slaughter lamb sales to dealers were small. For all other types of outlets the percentage of slaughter lambs purchased on a head basis was small.

Basis of Selling Feeder Livestock

The percentage sold by head was substantially larger for feeder livestock than in the case of slaughter livestock. As might be expected, the largest percentage sold by head was in the feeder pig class. Approximately 80.0 percent of the total feeder pigs in the region were sold in this manner, (Table V—2). The percentages of feeder steers and heifers, feeder calves under 500 pounds and feeder lambs sold by the head were substantially higher in the East North Central than in the west.

The percentages of feeder livestock sold by head generally were higher for direct sales to other farmers and sales to dealers than for other types of outlets. Auctions and terminals accounted for most of the remaining feeder livestock sold by farmers. The percentages sold by head generally were lowest for terminals, (Table V—7).

Basis for Selling Breeding Livestock

The numbers of breeding livestock farmers reported they sold were much smaller than for either slaughter or feeding. Consequently, the reliability of percentages sold on various basis is lower. The data show that a higher percentage of breeding animals

TABLE V—2

Percentage of Feeder Livestock Sold by Head and by Liveweight, by Class, East North Central States and West North Central States, 1956

Class	By Head		By Liveweight	
	East North Central States	West North Central States	East North Central States	West North Central States
Steers and Heifers	31.3	5.4	68.6	94.6
Beef Cows	12.0	11.8	88.0	88.2
Calves under 500 pounds	24.7	8.9	75.3	91.1
Deacon Calves	69.0	86.8	31.0	13.2
Pigs	84.7	78.7	15.3	21.3
Lambs	48.1	17.2	51.8	82.8

TABLE V—3

Percentage of Dairy or Breeding Livestock Sold by Head and by Liveweight, by Class, East North Central and West North Central States, 1956

Class	By Head		By Liveweight	
	East North Central States	West North Central States	East North Central States	West North Central States
Beef Heifers	89.8	70.8	10.2	29.2
Dairy Heifers	96.5	81.5	3.5	18.5
Bulls	91.1	83.9	8.9	16.1
Beef Cows	93.4	75.1	6.6	24.9
Dairy Cows	95.1	90.6	4.9	9.3
Calves under 500 pounds	87.1	75.5	12.9	24.5
Deacon Calves	79.1	87.0[1]	20.9	13.0[1]
Hogs and Pigs	91.5	81.6	8.5	18.4
Sheep and Lambs	31.5	90.8	68.5	9.2

[1] Only 54 deacon calves were reported sold for breeding by 2,600 famers in the West North Central States.

are sold on a head basis compared with feeder or slaughter animals, (Table V—3).

In the western states, 81.6 percent of the hogs sold for breeding were sold on a head basis. In the eastern states, the percentage of hogs sold by the head for breeding was 91.5 percent, (Table V—3).

In the case of sheep sold for breeding purposes, significant differences were found between the East North Central and the West North Central States in the percentage sold by head. While over 90 percent of the sheep sold for breeding in the Western states were sold on a head basis, only slightly over 30 percent were sold on this basis in the Eastern states. In the Western states, 98.8 percent of the breeding sheep sold by one farmer directly to another were sold on a head basis. In the Eastern states it was only 30.4 percent.

In almost all classes of cattle and calves sold for breeding, the percentage sold by head was higher in the eastern than in the western states.[1] Of the outlets which accounted for most of the sales of breeding cattle and calves, the percentage sold by head was highest for direct farm to farm sales.

Day of the Week Major Lot was Sold and Reason for Choosing that Day

Marketing of livestock is much heavier early in the week compared with later in the week. This pattern of heavy receipts early in the week tends to crowd facilities on Monday and Tuesday and leave them idle on Thursday, Friday, and Saturday. In most markets which are on a five or six day week, a more even distribution of receipts over the week would make a more economical operation possible.[2] Why this pattern of weekly receipts exists has never been ascertained. In order to help to answer the questions, farmers were asked what day they marketed their major lot and the two major reasons for the choice. Results are shown in Tables V—4 and V—5. Marketing reported for Sunday is assumed to be for Monday sales.

In the East North Central States the most frequently given answers for selection of a particular day were auction or other market held then, better prices, and truck trip scheduled. In the west reasons were almost identical.

The most important difference between the two areas in total answers given was the larger proportion of western states farmers who gave "bigger market, more buyers," "smaller market, more attention to the livestock," and "was advised to market that day." In the east, "auction or other market held that day" was given by a higher percentage of the farmers.

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[1]The only exception was deacon calves. However, the number of this class farmers in the West North Central States reported they sold for breeding was too small to provide a reliable estimate of method of sale for the class.

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[2]For more discussion of this problem, see "Why the Early Week Market?" North Central Regional Publication No. 91, Missouri Station Bulletin No. 712, October, 1958.

TABLE V–4

Day of the Week the Major Lot was Sold and Reason for the Choice of that Day East North Central States[1]

Reason	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Didn't Know	Total
				Number of times reasons were given					
Better prices that day	4	272	129	104	80	67	14	30	700
Auction or other Market held that day	...	186	141	158	141	122	43	12	803
Bigger Market, More buyers	...	106	33	18	10	9	1	2	179
Smaller Market, More attention to the livestock	...	5	10	12	9	9	...	...	45
Making use of a rainy day	...	5	4	3	...	1	1	...	14
Was advised to market that day	..	17	12	10	4	1	...	2	46
Was going in anyway or was combining jobs	1	9	7	4	...	4	2	3	30
Truck had trip scheduled that day	2	196	110	53	35	11	3	25	435
Buyer or agent called and made an offer	5	36	16	13	10	14	20	31	145
No specific reason or do not know	5	138	73	70	41	24	16	47	414
Other	1	50	31	22	15	17	22	6	164
No answer	4	472	320	251	189	161	90	1,924	3,411
Total	22	1,492	886	718	534	440	212	2,082	6,386

[1] Room was provided on the schedule for two reasons from each farmer. However, most of the farmers gave only one reason.

TABLE V–5

Day of the Week the Major Lot was Sold and Reason for the Choice of that Day West North Central States[1]

Reason	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Didn't Know	Total
				Number of times reasons were given					
Better prices that day	1	220	156	79	64	26	3	5	554
Auction or other market held that day	...	71	94	115	109	96	35	3	523
Bigger market, more buyers	1	179	73	24	13	8	5	...	303
Smaller market, more attention to the livestock	2	16	41	40	26	16	1	1	143
Making use of a rainy day	...	6	1	4	2	1	1	1	16
Was advised to market that day	...	27	13	13	6	4	1	...	64
Was going in anyway or was combining jobs	...	4	11	4	2	...	2	2	25
Truck had trip scheduled that day	3	128	113	64	33	16	3	9	369
Buyer or agent called and made an offer	5	21	16	12	12	15	5	6	92
No specific reason or do not know	...	14	20	14	6	3	4	4	65
Other	2	53	38	23	17	6	4	8	151
No answer	8	311	286	250	176	139	46	1,745	2,961
Total	22	1,050	862	642	466	330	110	1,784	5,266

[1] Room was provided on the schedule for two reasons from each farmer. However, most of the farmers gave only one reason.

A slightly higher percentage of reasons given by western farmers compared with eastern were prices or price related. A slightly higher percentage of reasons given by eastern farmers reflected the influence of a one or two-day per week market such as an auction. Convenience and convenience-related answers were given about equally frequently for both areas. The percentage giving "buyer or agent called" suggests a slightly higher level of activity of buyers or agents in contacting eastern farmers.

Monday was most frequently listed as the day of sale in both parts of the region, and Tuesday was second . However, compared with the western part of the region, in the eastern states the percentage listing the beginning of the week (Monday) and the end of the week (Friday and Saturday) was somewhat higher.

The pattern of reasons differed for different days. Relative to other days, a larger proportion of farmers gave these reasons for selling on Monday: "better prices that day," "bigger market, more buyers," and "was advised to market that day."

Tuesday and Wednesday received relatively more of the following reasons: "smaller market, more attention to livestock." Wednesday and later days of the week received relatively more of the following reasons: "auction or other market held that day," and "buyer or agent called and made an offer."

Two reasons, "making use of a rainy day," and "was going in anyway," or "was combining jobs," should be expected to fall equally on all days, but these reasons were more frequently given for selling early in the week. Apparently farmers more frequently made use of rainy days, etc., when this occurred early in the week.

TABLE V–6

Percentage of Slaughter Livestock Sold by Head and by Liveweight Through Various Types of Outlets, North Central Region, 1956

Method of Sale	Terminal	Auction	Dealer	Local Market	Packer	Other	Total
			STEERS AND HEIFERS				
			East North Central States				
Head............	.2	1.1	21.9	1.7	.....	4.1	1.3
Liveweight.......	99.8	98.9	78.0	98.3	100.0	95.9	98.7
No. Reported.....	11,100	3,565	685	760	2,223	489	18,822
			West North Central States				
Head............	4.2	3.4	9.4	.....	29.3	11.1	6.5
Liveweight.......	95.8	96.6	90.6	100.0	70.6	88.9	93.5
No. Reported.....	18,914	1,602	381	39	1,876	333	23,145
			OTHER CATTLE AND CALVES				
			East North Central States				
Head............	2.8	8.0	13.3	2.0	2.6	4.8	5.8
Liveweight.......	97.2	92.0	86.7	98.0	97.4	95.2	94.2
No. Reported.....	5,547	6,243	2,460	1,260	2,575	1,878	19,963
			West North Central States				
Head............	2.2	10.1	22.1	12.0	1.2	32.1	5.3
Liveweight.......	97.8	89.9	77.9	88.0	98.8	67.9	94.7
No. Reported.....	8,455	3,379	520	25	731	159	13,269
			BARROWS AND GILTS				
			East North Central States				
Head............	1.5	2.3	.5	.1	.3	3.7	.9
Liveweight.......	98.4	97.7	99.5	99.9	99.7	96.3	99.0
No. Reported.....	42,616	10,637	3,510	36,113	16,203	3,580	112,659
			West North Central States				
Head............	2.2	.6	.8	2.8	.8	2.6	1.5
Liveweight.......	97.7	99.4	99.2	97.2	99.2	97.5	98.5
No. Reported.....	39,449	11,092	5,418	1,243	18,012	583	75,797
			SOWS				
			East North Central States				
Head............	2.6	3.4	1.2	.....	.....	4.5	1.8
Liveweight.......	97.4	96.6	98.8	100.0	100.0	95.5	98.3
No. Reported.....	1,695	879	83	917	904	132	4,610
			West North Central States				
Head............	2.2	.4	1.0	.....	1.4	.....	1.6
Liveweight.......	97.8	99.6	99.0	100.0	98.7	100.0	98.4
No. Reported.....	2,544	552	303	73	1,232	13	4,717
			LAMBS				
			East North Central States				
Head............	.6	.2	12.5	.....	.....	.....	.6
Liveweight.......	99.3	99.7	87.5	100.0	100.0	100.0	99.4
No. Reported.....	6,729	3,645	265	1,189	599	2,348	14,775
			West North Central States				
Head............	.4	1.1	.....	.....	.....	.....	.4
Liveweight.......	99.6	98.4	100.0	.....	100.0	100.0	99.6
No. Reported.....	12,037	624	568	.....	2,154	60	15,443

TABLE V—7

Percentage of Feeder Livestock Sold by Head and by Liveweight Through Various Types of Outlets, North Central Region, 1956

Method of Sale	Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
			CATTLE AND CALVES				
			East North Central States				
Head...........	36.5	21.3	63.9	8.3	50.4	7.9	39.5
Liveweight.......	63.5	78.7	36.1	91.7	49.6	92.1	60.5
No. Reported.....	137	930	413	72	1,245	126	2,923
			West North Central States				
Head...........	.6	5.0	17.2	20.7	21.2	9.3	7.6
Liveweight.......	99.4	95.0	82.8	79.3	78.8	90.7	92.4
No. Reported.....	6,529	16,581	4.174	29	2,615	2,096	32,024
			PIGS				
			East North Central States				
Head...........	.....	73.6	89.5	.....	91.7	89.3	84.7
Liveweight.......	100.0	26.4	10.5	100.0	8.3	10.7	15.3
No. Reported.....	125	1,838	1,885	16	2,909	699	7,472
			West North Central States				
Head...........	2.9	65.3	82.3	79.3	79.1	88.6	78.7
Liveweight.......	97.1	34.7	17.7	20.7	20.9	11.4	21.3
No. Reported.....	306	2,537	1,823	116	2,923	7,330	15,035
			LAMBS				
			East North Central States				
Head...........	.....	.....	.....	82.9	69.4	.....	48.1
Liveweight.......	100.0	100.0	100.0	17.1	30.6	.....	51.8
No. Reported.....	23	228	156	350	350	.....	1,107
			West North Central States				
Head...........	.....	1.2	19.4	.....	46.2	.....	17.2
Liveweight.......	100.0	98.8	80.6	.....	53.8	100.0	82.8
No. Reported.....	1,145	484	2,058	.....	866	40	4,593

TABLE V–8
Percentage of Breeding Livestock Sold by Head and by Liveweight Through Various Types of Outlets, North Central Region, 1956

Method of Sale	Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
			CATTLE East North Central States				
Head	100.0	71.7	94.4	86.8	95.4	100.0	92.5
Liveweight	.....	28.3	5.6	13.2	4.6	.....	7.5
No. Reported	6	254	409	38	1,481	58	2,246
			West North Central States				
Head	54.2	68.6	80.2	.....	90.1	97.5	80.0
Liveweight	45.8	31.4	19.8	.....	9.9	2.5	20.0
No. Reported	203	687	237	.....	1,191	81	2,409
			HOGS East North Central States				
Head	.....	84.2	100.0	.....	92.3	100.0	91.5
Liveweight	.....	15.8	.....	100.0	7.7	.....	8.5
No. Reported	.....	152	45	1	925	12	1,135
			West North Central States				
Head	.....	60.4	84.2	.....	85.7	100.0	81.6
Liveweight	100.0	39.6	15.8	.....	14.3	.....	18.4
No. Reported	3	192	19	.....	426	1,021	1,661
			SHEEP East North Central States				
Head	100.0	49.4	.....	.....	30.4	100.0	31.5
Liveweight	.....	50.6	100.0	100.0	69.5	.....	68.5
No. Reported	9	79	50	11	1,310	19	1,478
			West North Central States				
Head	.....	59.2	100.0	.....	98.8	.....	90.8
Liveweight	100.0	40.8	.....	.....	1.2	.....	9.2
No. Reported	3	260	141	.....	1,355	.....	1,759

Chapter VI

Transportation of Livestock[1]

Transportation is one of the major expenses of marketing livestock. This study shows that most of the transportation of livestock in the North Central Region is done by trucks. Arrangements for transportation from farms vary depending on the distance traveled, the size of the lot, the class of livestock transported, and the type of outlet. The most common arrangements are by custom trucks, by the buyer's truck, or one borrowed from a neighbor. Railroads are commonly used for long hauls. This is particularly true where animals are moved from the range states to terminal markets and for livestock shipped into feedlots in the East North Central States. For short hauls and particularly for small animals, farm trailers are occasionally used. Livestock is seldom driven to market or to a farm, (Table VI–1).

Transportation of Livestock Sold by Farmers

Commercial trucks and farmers' trucks were the two most important means of transporting cattle, hogs and sheep from the farm in the East North Central States. Commercial trucks accounted for slightly over half of the hauling. Compared with this, farmers' trucks were used to haul 29.1 percent of the cattle, 37.0 percent of the hogs, and 37.1 percent of the sheep. In the West North Central States, commercial trucks accounted for 67.9 percent of the cattle, 60.3 percent of the hogs, and 58.6 percent of the sheep. Farmers'

TABLE VI–1

Method of Hauling Livestock Sold by Farmers, East North Central States and West North Central States, 1956

(Percentage hauled by various methods)

Area	Commer. Truck	Farmer's Truck	Neighbor's Truck	Railroad	Buyer's Truck	Other	Total
		Cattle					
East North Central States........	51.1	29.1	2.5	.1	16.6	.6	100.0
West North Central States.......	67.9	22.5	2.1	2.2	4.8	.5	100.0
		Hogs and Pigs					
East North Central States........	51.1	37.0	2.8	.....	8.8	.3	100.0
West North Central States.......	60.3	30.8	2.5	.6	5.3	.5	100.0
		Sheep and Lambs					
East North Central States........	50.9	37.1	4.2	.1	6.5	1.2	100.0
West North Central States.......	58.6	30.1	1.5	7.4	2.4	.....	100.0

[1]Since this phase of the study is concerned only with the farm end of marketing of livestock, the transportation data collected relate only to the transportation of livestock from farm to first point of sale, or in the case of purchases, transportation from the point of purchase to the farm. Where more than one method of transportation were used, the principal one was listed.

trucks were used to haul 22.5 percent of the cattle, 30.8 percent of the hogs and 30.1 percent of the sheep, (Table VI—1).

Farmers' trucks were the most important method of transportation in the Eastern most states of Kentucky, Michigan, and Ohio. However, west from those three states, commercial trucks become increasingly important.

Buyers' trucks ranked after commercial truckers' and farmers' trucks in percentage of the total livestock hauled in both areas. Where livestock was sold directly to another farmer, the buyers' truck was one owned or hired by the purchasing farmer. Otherwise, most of the "buyers' trucks" were hired or operated by either dealers or packers.

Farmers' trucks hauled a larger percentage of hogs than cattle or sheep. Commercial trucks and those of buyers were used for a higher percentage of cattle than for hogs or sheep. Neighbors' trucks and rail transportation were seldom used by farmers for hauling livestock to market.

Transportation of Livestock Purchased by Farmers

The extent of use of alternative arrangements for transportation of livestock from the place of purchase to the farm differed between species and between parts of the Region. For cattle and calves, commercial trucks accounted for 44 percent of the livestock transported in the East North Central States, and 62.5 percent in the west. Approximately 29 percent of the cattle and calves were transported by the farmer's own truck in both parts of the region. The largest difference between parts of the region was found in the percentage transported by rail. While only 3.4 percent of the purchased cattle and calves were transported to the farm by rail in the Western states, 19.7 percent were transported to the farm by rail in the Eastern states, (Table VI—2). Probably most of the rail shipments of purchased cattle and calves in the eastern states were shipments of western cattle to fill eastern feedlots.

The differences between the two parts of the region in the method of transporting purchased hogs and pigs were relatively small. A slightly higher percentage (34.8 percent) was transported by commercial truck in the West compared with the East (23.9 percent). In the east, farmers made more use of their own trucks, neighbors' trucks, railroads, and "other" means of transportation such as farm trailers.

The pattern of use of different methods of transportation for farmer purchased sheep and lambs was similar to that for purchased cattle and calves. A substantially higher percentage of the purchased sheep and lambs were transported by commercial trucks in the western states, (58.6 percent) compared to the eastern states, (26.9 percent). In the eastern states, farmers received much more of the purchased sheep and lambs by rail (40.9 percent) compared with the western states, (16.3 percent). Eastern farmers also made more use of their own trucks for purchased sheep and lambs.

Method of Hauling and Distance Hauled — Sales

Methods of hauling varied considerably with distance. The percentage which short hauls (0-49 miles) made up of the total was greatest for buyers' trucks. Farmers' trucks and neighbors' trucks ranked next in terms of percentage which hauls of less than 50 miles made up of total hauls. Commercial trucks were the most important method of hauling for all distances, but relative to other methods they were more important for intermediate distances (50—99 miles). Railroads hauled mostly distances of 100 miles or more, (Table VI—4, 5, 6).

TABLE VI—2

Method of Hauling Livestock Purchased by Farmers, East North Central States and West North Central States, 1956
(Percentage hauled by Various Methods)

Area	Commercial Truck	Farmer's Truck	Neighbor's Truck	Railroad	Other	Total
		Cattle and Calves				
East North Central States	44 0	29 5	2 0	19 7	4 8	100 0
West North Central States	62 5	28 7	2 0	3 4	3 4	100 0
		Hogs and Pigs				
East North Central States	23 9	67 4	2 9	4	5 4	100 0
West North Central States	34 8	60 5	1 9		2 8	100 0
		Sheep and Lambs				
East North Central States	26 9	30 3	2	40 9	1 7	100 0
West North Central States	58 6	19 4	4	16 3	5 3	100 0

Method of Hauling and Distance Hauled — Purchases

For all three kinds of livestock and for both parts of the region, a significant relationship was found between the method of hauling and the distance hauled for livestock purchased by farmers. For cattle and sheep, farmers' trucks or neighbors' trucks were used mainly for hauls of less than 50 miles. Only a small percentage of the total hauled by farmers' trucks or neighbors' trucks was hauled more than 100 miles. Railroads were used some for distances of less than 100 miles, but the largest part of the hauling by rail was for distances in excess of 100 miles. Commercial trucks were the major method of hauling for all three distance ranges, (Table VI—7, 8, 9).

For hogs and pigs purchased by farmers, railroads were seldom used. Commercial trucks were most generally used for ditsances above 100 miles, and farmers' and neighbors' trucks were used mainly for hauls of 50 miles or less.

Lot Size and Method of Hauling Livestock Sold by Farmers

Farmers in the North Central States appear to be influenced, to some extent, by the size of the lot in choosing the method of transporting livestock to market. Although there was substantial variation between states and classes of livestock in the method of transportation used, for almost all classes and states a similar relationhip was found between size of lot and the method of transportation used.

Livestock sold was divided into the three lot size groups, 1-3, 4-9, and 10 or more. For each method of hauling—commercial trucks, farmers' own truck, neighbors' truck, railroad, buyers' trucks and other—the percentage which each lot size made up of the total was calculated.

The percentage in the 1-3 group was largest and the percentage in the 10 or more group was smallest for livestock hauled in a neighbors' truck. This method of transportation apparently was used most frequently for smaller lots. The farmers' own trucks were next in terms of the percentage in the two smaller lot size groups. Commercial trucks, buyers' trucks, and railroads appeared to differ very little in the distribution of livestock into the three lot size groups. Generally, commercial trucks or railroads were used more for the larger lots of livestock sold by farmers. In most states the numbers of head of livestock reported shipped by rail were too small to provide an accurate picture of the distribution of the lot sizes shipped by this method. Buyers' trucks were not frequently used in most states, but where large numbers were reported, the distribution into lot size was similar to that for commercial trucks, (Tables VI—10, 11, 12).

Distance, Condition on Arrival, and Source of Purchased Livestock

To farmers, actual losses or the risk of loss due to shrink, injury, and death are additional items which must be included in arriving at a total cost for livestock. Any unsatisfactory experience a farmer or one of his neighbors has had with a particular source or agency is likely to be weighed rather heavily in deciding where to purchase. Where the experience with purchased livestock is extremely bad, the farmer may seriously consider the alternative of raising the livestock himself rather than purchasing, if this is feasible.

It was generally accepted by farmers that there is a relationship between distance and amount of shrink, and that because of the strain of extended time and motion, animals shipped longer distances are more subject to sickness and injury. Many of the farmers expressed the opinion that the problem of high shrink, injury, or sickness was worse at one source than another.

Data were collected on the condition upon arrival at the farm of livestock purchased by farmers. These data were compared with source and distance data. For the region, about 80 percent of cattle and calves, almost 90 percent of the hogs and pigs, and about 50 percent of the sheep and lambs purchased by farmers came from within 100 miles. For hogs and pigs, distances shipped were about the same in both parts of the region. However, for cattle and calves and sheep and lambs, percentage obtained from over 100 miles was considerably greater in the East North Central States than in the West North Central States.

The data show that for distances over 100 miles significantly less of the livestock arrived at the farm in normal condition compared with shipments of less than 100 miles. Sickness was the most common abnormal condition of livestock. However, high shrink also was frequently reported, particularly for lots of livestock shipped over 100 miles.

The percentage of lots on which high shrinks were reported was considerably higher for distances of 100 miles or more than for distances from 0—99 miles.[1]

TABLE VI—3

Number of Lots of Livestock Reported Purchased by Farmers Through Various Outlets, by Distance and by Condition Upon Arrival, North Central States, 1956

Condition	Auction		Other Farmer		Terminal		Dealer		Other		Total	
	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more
				Cattle and Calves								
Normal	1,047	67	1,965	54	82	21	420	29	193	46	3,707	217
High Shrink	9	4	18	9	...	2	2	3	3	3	32	21
Sickness	26	6	8	....	4	1	13	2	4	....	55	9
Injury	2	....	1	....	....	....	1	....	....	....	4	....
Other	9	....	4	....	1	1	2	....	2	....	18	1
Total	1,093	77	1,996	63	87	25	438	34	202	49	3,816	248
Average Lot Size	10.8	41.3	4.2	24.2	26.4	51.9	11.0	42.4	11.4	58.9	7.8	41.6
				Hogs and Pigs								
Normal	375	11	1,178	20	9	....	108	11	57	8	1,727	50
High Shrink	6	....	2	1	....	....	...	3	....	....	8	4
Sickness	3	....	6	....	....	....	1	2	1	1	11	3
Injury	1	....	1	....	....	....	....	....	....	....	2	....
Other	1	....	3	....	....	....	....	....	....	....	4	....
Total	386	11	1,190	21	9	....	109	16	58	9	1,752	57
Average Lot Size	16.4	90.9	10.9	18.6	38.0	....	24.1	49.4	16.8	60.4	13.2	47.8
				Sheep and Lambs								
Normal	64	4	181	12	10	5	29	4	20	3	304	28
High Shrink	1	1	....	....	....	....	...	1	....	....	1	2
Sickness	1	....	.. .	....	....	1	1	....	1	....	3	1
Injury	1	....	1	....	....	....	....	....	....	....	2	....
Other	1	....	....	....	....	....	....	....	....	....	1	....
Total	68	5	182	12	10	6	30	5	21	3	311	31
Average Lot Size	41.8	459.2	19.2	37.6	77.3	306.2	84.7	592.2	72.9	28.0	36.0	246.1

The percentage of lots on which sickness was reported increased only slightly as distances increased from the 0—99 mile group to the 100 miles or more.[2]

Between sources of livestock, the percentage of lots on which high shrinks were reported did not differ significantly within distance groupings. Generally the percentage of lots on which sickness was reported was lower for purchases made directly from other farmers than for purchases made from the other major sources—auctions, dealers, and terminals. However, the difference was found to be statistically significant at the .05 level only for cattle and calves obtained from less than 100 miles.

[1]The difference was significant at the .05 level.

[2]The difference was not statistical significant at the .05 level.

In general the data on farmer observations show that high shrinks are considerably more common for the longer distances, but do not vary significantly between sources. In contrast the percentage of lots on which sickness was reported was significantly lower for livestock obtained directly from farmers than for livestock obtained from other sources, but the amounts of sickness did not differ much between distance groups.

TABLE VI–4

Percentage of Cattle and Calves Sold by Farmers at Various Distances, by Method of Hauling, N.C. States, 1956

Distance (miles)	Commer. Truck	Farmer's Truck	Neighbor's Truck	Railroad	Buyer's Truck	Other	Total
			East North Central States				
0–49	48.6	79.7	91.8	8.3	95.0	98.4	66.7
50–99	34.3	13.9	4.0	.....	3.6	.....	22.2
100–	17.1	6.4	4.2	91.7	1.4	1.6	11.1
No. Reported	22,278	12,708	1,087	36	7,225	257	43,591
Percent by Method of Hauling	51.1	29.1	2.5	.1	16.6	.6	100.0
			West North Central States				
0–49	36.1	58.2	77.6	1.0	66.5	69.0	42.8
50–99	27.0	29.5	14.7	.....	14.3	15.8	26.0
100–	36.9	12.3	7.7	99.0	19.2	15.2	31.2
No. Reported	37,701	12,490	1,180	1,244	2,639	290	55,544
Percent by Method of Hauling	67.9	22.5	2.1	2.2	4.8	.5	100.0

TABLE VI–5

Percentage of Hogs and Pigs Sold by Farmers at Various Distances, by Method of Hauling, N.C. States, 1956

Distance (miles)	Commer. Truck	Farmer's Truck	Neighbor's Truck	Railroad	Buyer's Truck	Other	Total
			East North Central States				
0–49	69.1	85.5	93.8	.....	96.2	100.0	78.4
50–99	21.5	9.2	5.0	.....	2.6	.....	14.7
100–	9.4	5.3	1.2	.....	1.2	.....	6.9
No. Reported	69,192	50,078	3,826	.....	12,051	355	135,502
Percent by Method of Hauling	51.1	37.0	2.8	.....	8.8	.3	100.0
			West North Central States				
0–49	36.8	67.5	68.9	.....	90.0	24.9	49.6
50–99	37.0	27.5	25.2	32.4	3.2	75.1	32.1
100–	26.2	5.0	5.9	67.6	6.8	.....	18.3
No. Reported	44,397	22,641	1,800	463	3,925	382	73,608
Percent by Method of Hauling	60.3	30.8	2.5	.6	5.3	.5	100.0

TABLE VI–6

Percentage of Sheep and Lambs Sold by Farmers at Various Distances, by Method of Hauling, N.C. States, 1956

Distance (miles)	Commer. Truck	Farmer's Truck	Neighbor's Truck	Railroad	Buyer's Truck	Other	Total
			East North Central States				
0–49	40.4	75.0	55.5	.....	86.4	100.0	57.6
50–99	36.2	24.1	32.8	.....	13.3	.....	29.6
100–	23.4	.9	11.7	100.0	.3	.....	12.8
No. Reported	8,165	5,955	677	2	1,051	.....	16,049
Percent by Method of Hauling	50.9	37.1	4.2	.1	6.5	1.2	100.0
			West North Central States				
0–49	30.5	64.8	76.0	.....	92.5	.....	40.8
50–99	17.2	16.1	.....	.....	.....	100.0	14.9
100–	52.3	19.1	24.0	100.0	7.5	.....	44.3
No. Reported	13,193	6,785	346	1,661	531	2	22,518
Percent by Method of Hauling	58.6	30.1	1.5	7.4	2.4	.....	100.0

TABLE VI–7

Percentage of Cattle and Calves Purchased by Farmers at Various Distances, by Method of Hauling, N.C. States, 1956

Distance (miles)	Commercial Truck	Farmers' Truck	Neighbors' Truck	Railroad	Other	Total
		East North Central States				
0–49	81.0	87.5	97.1	23.4	99.1	72.8
50–99	9.7	9.3	1.6	18.8	.6	10.8
100	9.2	3.2	1.3	57.8	.2	16.4
No. Reported	8258	5527	376	3680	910	18751
Percent by Method of Hauling	44.0	29.5	2.0	19.7	4.8	100.0
		West North Central States				
0–49	52.0	76.8	89.0	...	56.8	58.2
50–99	24.7	20.3	9.8	.	30.2	22.5
100	23.4	2.9	1.2	100.0	13.0	19.3
No. Reported	16011	7356	511	879	864	25621
Percent by Method of Hauling	62.5	28.7	2.0	3.4	3.4	100.0

TABLE VI–8

Percentage of Hogs and Pigs Purchased by Farmers at Various Distances, by Method of Hauling, N.C. States, 1956

Distance (miles)	Commercial Truck	Farmers' Truck	Neighbors' Truck	Railroad	Other	Total
		East North Central States				
0–49	63.6	90.2	100.0	60.3	97.9	84.5
50–99	5.4	6.3	...	39.6	1.6	5.8
100	31.0	3.4	....	....	.5	9.8
No. Reported	3843	10861	463	58	863	16088
Percent by Method of Hauling	23.9	67.4	2.9	.4	5.4	100.0
		West North Central States				
0–49	73.8	88.2	90.8	....	40.9	81.9
50–99	7.4	8.4	9.2	. .	....	7.8
100	18.8	3.4	....	100.0	59.1	10.3
No. Reported	4131	7169	228	1	323	11852
Percent by Method of Hauling	34.8	60.5	1.9	....	2.8	100.0

TABLE VI–9

Percentage of Sheep and Lambs Purchased by Farmers at Various Distances, by Method of Hauling, N.C. States, 1956

Distance (miles)	Commercial Truck	Farmers' Truck	Neighbors' Truck	Railroad	Other	Total
		East North Central States				
0–49	68.2	82.6	60.0	5.2	87.3	47.1
50–99	12.7	16.7	40.0	19.0	....	16.3
100	19.0	.8	....	75.8	12.8	36.6
No. Reported	2127	2392	15	3236	134	7904
Percent by Method of Hauling	26.9	30.3	.2	40.9	1.7	100.0
		West North Central States				
0–49	39.6	70.3	98.2	....	100.0	42.6
50–99	21.4	23.8	1.8	12.2	....	19.2
100	39.0	5.8	....	87.8	....	38.2
No. Reported	7376	2441	57	2050	671	12595
Percent by Method of Hauling	58.6	19.4	.4	16.3	5.3	100.0

TABLE VI—10

Percentage of Cattle and Calves Sold in Various Lot Sizes by Method of Hauling, by States, N.C. States, 1956

Lot Size	Commercial Truck	Farm Truck	Neighbors Truck	Railroad	Buyers' Truck	Other	Total
			East North Central States, Illinois				
1-3	10.9	26.9	42.1	55.6	17.4	2.1	15.7
4-9	12.4	19.8	39.4	44.4	20.8	.....	15.5
10	76.7	53.3	18.5	.....	61.8	97.9	68.8
No. Reported	7,474	2,491	216	9	1,405	48	11,643
			Indiana				
1-3	16.6	24.4	56.1	.....	22.8	23.1	20.6
4-9	20.1	23.8	27.6	11.1	20.2	.....	21.4
10	63.3	51.8	16.3	88.9	57.0	76.9	58.0
No. Reported	3,804	2,105	214	36	228	39	6,426
			Kentucky				
1-3	42.3	42.8	68.5	.....	35.0	70.7	44.7
4-9	23.2	23.5	15.5	.....	21.2	29.3	22.4
10	34.5	33.7	16.0	.....	43.8	.....	32.9
No. Reported	1,631	1,564	406	.....	468	58	4,127
			Michigan				
1-3	54.2	58.8	59.5	.....	45.7	100.0	55.3
4-9	18.2	29.1	40.5	.....	33.3	.....	25.8
10	27.6	12.1	.....	.....	21.0	.....	18.9
No. Reported	1,699	2,007	111	.....	646	14	4,477
			Ohio				
1-3	29.5	44.0	82.8	100.0	36.1	73.9	37.0
4-9	16.8	22.7	17.2	.....	13.3	26.1	18.5
10	53.7	33.3	.....	.....	50.6	.....	44.5
No. Reported	3,447	3,156	87	4	1,390	23	8,107
			Wisconsin				
1-3	63.5	56.7	67.6	42.1	71.4	.....	65.2
4-9	27.5	37.5	32.4	57.9	26.5	100.0	28.9
10	9.0	5.8	.....	.....	2.1	.....	5.9
No. Reported	4,356	1,443	74	19	3,290	4	9,186
			West North Central States Kansas				
1-3	2.3	9.2	16.1	.6	16.1	.....	5.0
4-9	7.1	20.0	21.5	.....	10.1	.....	11.0
10	90.6	70.8	62.4	99.4	73.8	100.0	84.0
No. Reported	11,598	5,033	540	486	527	20	18,204
			Minnesota				
1-3	36.1	32.7	44.3	40.3	26.5	44.3	35.5
4-9	26.0	33.5	29.9	36.6	43.2	48.6	28.7
10	37.9	33.8	25.8	23.1	30.3	7.1	35.8
No. Reported	5,745	1,001	97	191	419	140	7,593
			Missouri				
1-3	13.0	11.7	22.5	20.0	17.9	20.0	13.4
4-9	21.3	22.1	33.5	80.0	30.0	40.0	22.6
10	65.7	66.2	44.0	.....	52.1	40.0	64.0
No. Reported	5,599	1,619	302	5	440	45	8,010
			Nebraska				
1-3	6.2	11.2	11.3	.....	3.0	5.2	6.8
4-9	12.2	16.4	15.6	6.3	5.2	4.4	12.3
10	81.6	72.4	73.1	93.7	91.8	90.4	80.9
No. Reported	12,674	2,752	449	240	1,181	114	17,410
			North Dakota				
1-3	23.1	16.6	27.8	11.9	21.0	19.4	20.0
4-9	27.5	30.5	58.3	15.0	41.5	29.0	29.8
10	49.4	52.9	13.9	73.1	37.5	51.6	50.2
No. Reported	2,063	1,733	72	160	323	31	4,382
			South Dakota				
1-3	4.1	12.1	18.7	.....	3.9	7.9	5.5
4-9	9.6	24.2	10.3	.....	3.9	50.0	11.4
10	86.3	63.7	71.0	100.0	92.2	42.1	83.1
No. Reported	11,720	2,260	155	250	693	38	15,116

TABLE VI—11

Percentage of Hogs and Pigs Sold in Various Lot Sizes by Method of Hauling, by States, N.C. States, 1956

Lot Size	Commercial Truck	Farm Truck	Neighbors Truck	Railroad	Buyers' Truck	Other	Total
			East North Central States				
			Illinois				
1-3	1.2	1.6	3.1	100.0	2.4	.....	1.5
4-9	3.9	6.6	4.1	.....	2.6	.....	4.8
10	94.9	91.8	92.8	.....	95.0	100.0	93.7
No. Reported	23,148	16,520	762	1	3,489	112	44,032
			Indiana				
1-3	.5	1.4	.7	.....	.8	.....	.8
4-9	9.1	11.1	9.5	.....	37.7	100.0	10.3
10	90.4	87.5	89.8	.....	61.5	.....	88.9
No. Reported	28,080	13,370	1,870	.....	848	40	44,208
			Kentucky				
1-3	5.2	4.6	8.1	.....	6.1	.7	5.0
4-9	17.5	18.5	41.7	.....	17.9	23.9	19.8
10	77.3	76.9	50.2	.....	76.0	75.4	75.2
No. Reported	1,556	4,394	448	.....	593	138	7,129
			Michigan				
1-3	4.4	5.5	11.8	.....	3.0	.....	5.0
4-9	14.6	32.3	26.4	.....	13.3	100.0	24.7
10	81.0	62.2	61.8	.....	83.7	.....	70.3
No. Reported	2,349	4,275	212	.....	863	8	7,707
			Ohio				
1-3	3.6	4.3	.5	.....	2.8	7.0	3.8
4-9	12.0	20.5	32.4	.....	11.4	29.7	16.4
10	84.4	75.2	67.1	.....	85.8	63.3	79.8
No. Reported	5,597	9,898	173	.....	4,325	158	20,151
			Wisconsin				
1-3	.7	.3	.....	.....	.7	.....	.6
4-9	4.5	1.5	5.7	.....	4.5	.....	4.1
10	94.8	98.2	94.3	.....	94.8	.....	95.3
No. Reported	8,628	1,949	369	.....	2,174	.....	13,120
			West North Central States				
			Kansas				
1-3	.6	2.0	5.2	.....	.2	.....	1.4
4-9	8.4	10.0	9.0	.....	2.4	.....	8.7
10	91.0	88.0	85.8	.....	97.4	.....	89.9
No. Reported	2,078	2,994	134	.....	536	.....	5,742
			Minnesota				
1-3	2.7	2.9	5.7	12.2	.8	3.4	2.7
4-9	8.8	14.7	23.6	40.1	8.1	20.7	10.4
10	88.5	82.4	70.7	47.7	91.1	75.9	86.9
No. Reported	18,971	4,785	225	237	2,340	328	26,886
			Missouri				
1-3	1.1	1.0	2.0	.....	.7	25.0	1.1
4-9	6.0	8.3	12.6	17.1	4.5	75.0	6.9
10	92.9	90.7	85.4	82.9	94.8	.....	92.0
No. Reported	15,207	5,275	1,050	181	1,303	12	23,028
			Nebraska				
1-3	1.5	2.8	2.7	.....	2.0	7.0	1.9
4-9	9.6	18.2	8.5	.....	3.8	37.2	12.1
10	88.9	79.0	88.8	.....	94.2	55.8	86.0
No. Reported	13,543	6,623	769	.....	718	43	21,696
			North Dakota				
1-3	4.1	3.6	32.4	....	.....	100.0	4.2
4-9	18.6	11.9	37.9	.....	100.0	.....	14.4
10	77.3	84.5	29.7	100.0	.....	.....	81.4
No. Reported	1,088	2,045	37	45	7	3	3,225
			South Dakota				
1-3	1.0	1.5	4.0	.....	3.0	.....	1.3
4-9	5.9	7.1	8.0	.....	6.3	10.3	6.5
10	93.1	91.4	88.0	.....	90.7	89.7	92.2
No. Reported	7,619	7,058	350	.....	237	39	15,303

TABLE VI–12

Percentage of Sheep and Lambs Sold in Various Lot Sizes by Method of Hauling, by States, N. C. States, 1956

Lot Size	Commercial Truck	Farm Truck	Neighbors' Truck	Railroad	Buyers' Truck	Other	Total
			East North Central States				
			Illinois				
1-3	.8	4.2	12.1	100.0	5.9	.....	1.8
4-9	4.4	14.7	9.1	.....	15.2	.....	6.7
10	94.8	81.1	78.8	.....	78.9	100.0	91.5
No. Reported	2,950	742	66	2	204	150	4,114
			Indiana				
1-3	1.0	4.0	.....	.....	.....	.....	1.8
4-9	6.4	13.2	5.4	.....	.....	.....	8.3
10	92.6	82.8	94.6	.....	.....	.....	89.9
No. Reported	1,568	646	93	.....	.....	.....	2,307
			Kentucky				
1-3	.5	.8	1.5	.....	8.0	.....	.7
4-9	2.6	7.1	19.7	.....	.....	.....	5.1
10	96.9	92.1	78.8	.....	92.0	100.0	94.2
No. Required	1,373	1,344	66	.....	25	49	2,857
			Michigan				
1-3	.7	.4	.....	.....	.....	.....	.4
4-9	1.7	9.9	.....	.....	20.6	.....	6.3
10	97.6	89.7	100.0	.....	79.4	.....	93.3
No. Required	875	1,412	237	.....	34	.....	2,558
			Ohio				
1-3	.9	4.0	2.8	.....	2.8	.....	2.4
4-9	2.2	11.1	.....	.....	7.7	.....	6.3
10	96.9	84.9	97.2	.....	89.5	.....	91.3
No. Reported	1,898	1,714	215	.....	636	.....	4,463
			Wisconsin				
1-3	.6	.....	.....	.....	2.4	.....	.7
4-9	2.5	.....	.....	.....	8.3	.....	2.4
10	96.9	100.0	.....	.....	89.3	.....	96.9
No. Reported	324	214	.....	.....	84	.....	622
			West North Central States				
			Kansas				
1-3	.....	.....	.....	.....	4.8	.....	.....
4-9	.....	1.9	100.0	.....	.....	.....	1.6
10	100.0	98.1	.....	100.0	95.2	.....	98.4
No. Reported	1,050	2,171	19	600	42	.....	3,882
			Minnesota				
1-3	3.2	1.7	.....	.4	61.5	....	2.9
4-9	8.3	7.2	.....	.....	.....	.....	6.8
10	88.5	91.1	100.0	99.6	38.5	.....	90.3
No. Reported	1,229	405	18	260	13	.....	1,925
			Missouri				
1-3	.7	3.5	.....	.....	.....	.....	1.5
4-9	4.0	5.9	15.1	.....	.....	.....	4.9
10	95.3	90.6	84.9	.....	.....	.....	93.6
No. Reported	1,331	530	73	.....	.....	.....	1,934
			Nebraska				
1-3	.7	1.5	.....	.....	.....	.....	.8
4-9	5.7	12.1	.....	.....	.....	.....	6.8
10	93.6	86.4	100.0	.....	.....	.....	92.4
No. Reported	738	398	193	.....	.....	.....	1,329
			North Dakota				
1-3	.5	.3	.....	.....	.....	100.0	.4
4-9	.3	2.2	.....	.8	.....	.....	.8
10	99.2	97.5	100.0	99.2	100.0	.....	98.8
No. Reported	2,745	1,191	222	666	158	2	4,984
			South Dakota				
1-3	.2	.9	3.8	.....	.5	.....	.4
4-9	.1	3.4	.....	.....	3.6	.....	1.2
10	99.7	95.7	96.2	100.0	95.9	.....	98.4
No. Reported	5,816	2,488	26	135	386	.....	8,851

TABLE VI–13

Number of Lots of Livestock Reported Purchased by Farmers Through Various Outlets, by Distance and by Condition Upon Arrival, East North Central States, 1956

Condition	Auction		Other Framer		Terminal		Dealer		Other		Total	
	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more
				Cattle and Calves								
Normal	459	26	1,285	14	31	12	318	17	147	37	2,240	106
High Shrink	5	2	11	8	.....	2	1	2	1	1	18	15
Sickness	118	5	3	.....	1	1	12	3	3	.....	30	8
Injury	1	.....	1	.....	.....	.....	.....	.....	.....	.....	2	.....
Other	7	.....	3	.....	1	1	2	.....	2	.....	15	1
Total	483	33	1,303	22	33	16	333	21	153	38	2,305	130
Average Lot Size	7.7	37.4	3.0	28.1	13.7	54.7	11.7	53.5	8.8	6.3	5.8	48.0
				Hogs and Pigs								
Normal	222	5	778	10	3	.....	70	3	36	5	1,109	23
High Shrink	5	.....	.....	1	.....	.....	.....	.....	.....	.....	5	1
Sickness	2	.....	4	.....	.....	.....	1	.....	1	.....	8	.....
Injury	.....	.....	1	.....	.....	.....	.....	.....	.....	.....	1	.....
Other	1	.....	3	.....	.....	.....	.....	.....	.....	.....	4	.....
Total	230	5	786	11	3	.....	71	3	37	5	1,127	24
Average Lot Size	17.7	169.8	10.0	27.3	34.0	.....	23.9	70.0	11.4	41.8	12.5	65.3
				Sheep and Lambs								
Normal	26	1	111	5	4	4	16	1	16	3	173	14
High Shrink	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	1	.....
Sickness	1	.....	.....	.....	.....	1	.....	.....	1	.....	2	1
Injury	1	.....	1	.....	.....	.....	.....	.....	.....	.....	2	.....
Other	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Total	29	1	112	5	4	5	16	1	17	3	178	15
Average Lot Size	29.8	623.0	10.0	36.0	97.8	360.8	78.0	201.0	81.1	28.0	28.1	192.8

TABLE VI—14

Number of Lots of Livestock Reported Purchased by Farmers Through Various Outlets, by Distance and by Condition Upon Arrival, West North Central States, 1956

Condition	Auction		Other Farmer		Terminal		Dealer		Other		Total	
	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more	0-99 miles	100 or more
				Cattle and Calves								
Normal	588	41	680	40	51	9	102	12	46	9	1,467	111
High Shrink	4	2	7	1	.....	.....	1	1	2	2	14	6
Sickness	15	1	5	.....	3	.....	1	.....	1	.....	25	1
Injury	1	.....	.....	.....	.....	.....	1	.....	.....	.....	2	.....
Other	2	.....	1	.....	.....	.....	.....	.....	.....	.....	3	.....
Total	610	44	693	41	54	9	105	13	49	11	1,511	118
Average Lot Size	13.3	44.3	6.4	22.0	34.2	46.9	8.9	24.4	19.3	45.4	10.8	34.7
				Hogs and Pigs								
Normal	153	6	400	10	6	.....	38	8	21	3	618	27
High Shrink	1	.....	2	.....	.....	.....	.....	3	.....	.....	3	3
Sickness	1	.....	2	.....	.....	.....	.....	2	.....	1	3	3
Injury	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	1	.....
Other	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Total	156	6	404	10	6	.....	38	13	21	4	625	33
Average Lot Size	14.5	25.2	12.7	9.0	40.0	.....	24.3	44.7	26.3	83.8	14.6	35.1
				Sheep and Lambs								
Normal	38	3	70	7	6	1	13	3	4	.....	131	14
High Shrink	.....	1	.....	.....	.....	.....	.....	1	.....	.....	.....	2
Sickness	.....	.....	.....	.....	.....	.....	1	.....	.....	.....	1	.....
Injury	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Other	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	1	.....
Total	39	4	70	7	6	1	14	4	4	.....	133	16
Average Lot Size	50.7	418.2	34.1	38.7	63.7	33.0	92.4	690.0	38.2	.....	46.6	377.2

Chapter VII

Market News

With modern facilities, farm areas of the country are blanketed by a wide variety of market news media. Farmers have market news available almost every hour of the day. The principal methods of dissemination of market news include radio or television, newspapers, farm magazines, newsletters, telephones, and direct contact between buyers and sellers or their agents.

Prices and receipts at major market outlets are most commonly reported but many news services also provide outlook information and advice to farmers along with price reporting.

The market news services differ substantially in the detail of their reporting as well as in the time lag before the farmer receives the report. Radio and television reports may be received by the farmer within a few minutes after prices are established. Newspaper reports generally are received by farmers from a few hours to a day or more later. Newsletters may have a similar lag. Reports in farm magazines are generally later than this. Telephone reports usually give up-to-the-minute information when used.

The extent and detail of reporting generally varies directly with the amount of lag between price making and price reporting. Radio and television market news reports ordinarily are very short, often consisting only of enough information to give the listener some idea of the direction of the day's price movement (from the previous market day). These reports usually must compete with other important world and local news in 15-minute or shorter programs. Newspapers are less limited in space and provide more complete market news coverage. Usually, they report price changes and also give fairly complete reports on prices for each important class of slaughter and feeder livestock. Newsletters may provide even more detail than this, but they often take longer to reach the farmers.

Farm magazines cannot compete in timeliness with day to day market news coverage. Consequently, most of them try to concentrate more on providing outlook information and advice for farmers. The extension service, agricultural experiment stations, and the U.S.D.A. also give outlook and price information, but this is more commonly disseminated at group meetings, and in special articles, news releases or monthly publications which often are picked up and passed on to farmers by the radio, television, farm magazines, etc.

Markets covered on news reports differ between news services and from one area to another. The major terminal markets, particularly Chicago, are most commonly reported in the North Central States. Most news services also give reports of local interest, primarily to farmers in the area they cover. In the fall months, many media devote considerable space to reports of major feeder cattle markets.

Market News Sources Used by Farmers

With the wide variety of reporting media and content of reports, most farmers regularly make use of two or more reports. Most of the farmers interviewed received daily radio or television market news reports, and also obtained more detailed reports from local newspapers. In addition, most of the farmers subscribed to and made use of one or more media such as farm magazines which specialize more in outlook information.

Table VII—1 shows the sources of market news and the types of markets reported for the East North Central and West North Central States. In the East North Central States, the 3,194 farmers interviewed reported they used a total of approximately 10,000 market news sources or slightly over 3 per farmer. In the West North Central States 2,633 farmers also reported approximately 10,000 news sources for an average of almost 4 per farmer.

In both areas, radio or television were by far the most common media for disseminating market news, accounting for over 40 percent of the total sources reported. Radio or television were reported as a news source an average of 1.5 times per farmer. Newspapers accounted for approximately 25 percent of the news reports in the East North Central States and 20 percent in the West North Central States. Telephone reports were not often used in the western part of the region compared to the eastern part of the region. But even in the eastern part, on the average, only about one-fifth of the farmers used the telephone as a source of market news. Farmers made use of farm magazines in both areas, but farm magazines were used more frequently in the western states. This also was true with "other" market news sources which included primarily agricultural experiment station, extension, and U.S.D.A. and private management service reports. The extent of the use of different market news media varied from one state to another within each of the areas, (Tables VII—2 and 3).

Large differences in use of market news sources between states were reported. In the East North Central States, Ohio reported the highest average number of news sources per farmer, and Wisconsin farmers reported the lowest. Ohio farmers made more general use of personal interviews and farm magazines compared with other farmers in the East North Central States. Indiana and Ohio farmers used telephones significantly more than farmers in other states.

TABLE VII—1

Market News Sources Used by Farmers and Type of Market Reported, East North Central States and West North Central States, 1956

Area	NEWS SOURCE						
	Radio or TV	Newspaper	Telephone	Personal Interview	Farm Magazine	Other	Total
	Number of Times Reported[1]						
East North Central States	4,177	2,598	625	420	1,724	438	9,982
West North Central States	3,989	2,099	151	297	2,443	770	9,749
Total	8,166	4,697	776	717	4,167	1,208	19,731

Area	TYPE OF MARKET REPORTED						
	Terminal	Local Auction	Local Market	Packer	Dealer	Other	Total
	Number of Times Reported[2]						
East North Central States	5,991	1,142	751	588	135	1,375	9,982
West North Central States	7,320	676	93	293	63	1,304	9,749
Total	13,311	1,818	844	881	198	2,679	19,731

[1] Figures refer to the number of times each type of market news source was listed by a farmer. A farmer could have reported use of a particular type of news source twice if he used it to obtain two different types of market news.

[2] News on several of a particular type of market may have been obtained by a farmer or a particular market may have been obtained through two media. Thus, for example, the number of times terminal markets were reported averaged more than one per farmer.

In the West North Central States the highest average number of news sources used per farmer was reported by South Dakota farmers with an average of about five. In Minnesota and South Dakota the number of farmers making use of personal interviews was significantly higher than in Kansas, Missouri, and North Dakota. Farmers in South Dakota also reported much greater use of farm magazines and "other" news sources.

Type of Market Reported

Reports from terminal markets accounted for over half of the market news reports used by farmers in both sections of the region. In the Eastern section terminal markets accounted for approximately 60 percent, and in the Western section they accounted for approximately 75 percent of the total market news reports farmers said they used. Reports on terminal markets were most frequently obtained by radio or television, but the number of reports on terminals obtained from newspapers averaged over 0.6 per farmer. Farm magazines also were an important source of terminal market news data, (Table VII—4).

Reports on local auction markets were second in importance in the total in both sections of the region. They were considerably more important in the eastern part than in the western part of the region. In the eastern part of the region newspapers were the primary source of auction market news with radio and television a close second in importance. In the western part radio and television were the most important source of auction market news. Local markets were the third most important type of market on which market news reports were obtained in the eastern section, packers were fourth, and dealers fifth.

For local markets, telephones provided the most important media for dissemination of market news, newspapers were second, and radio or television reports were third. For packers, radio or television reports were most important in both sections with newspapers and telephones also being important media.

Many of the farmers also listed outlook information which they obtained. In Table VII–4 this is included under "Other." The most important source of this type of information was farm magazines with "Other" sources—experiment station, extension service, U.S.D.A., and farm management services—being second most important as sources of this outlook information.

Main Sources of Market Information Used by Farmers for Cattle

Farmers were asked to indicate which were their most important and second most important sources of market news which they used for cattle. Of the 3,194 farmers interviewed in the East North Central States, approximately 80 percent listed a primary source. Of these, 1,753 said that radio or television was their most important source and 709 said it was their second most important source. Over 90 percent of the farmers in the West North Central States listed a primary source. In the West North Central States radio or television also ranked as the most important primary source (1,977). But it was much less important as a secondary source, accounting for only about 40 percent of those listed. Newspapers were second in importance as a source of market news for cattle quotations in both areas, (Tables VII–5 and 6).

Farmers also were asked to indicate which were the first and second most important types of markets from which market news was obtained for cattle. In the eastern part, of the 3,194 farmers interviewed, 2,475 cited one market type as most important. A second most important type of market was cited by 1,872 farmers. In the western part of the region, 2,411 of 2,633 farmers cited a most important type of market, and 1,936 cited a second most important type.

Terminal markets were by far the most important type from which farmers obtained information about cattle. Approximately three-fourths of the farmers who replied listed terminals as the type of market from which the most important market news was obtained. Of the farmers listing a second most important news source, terminals again were the type most frequently reported. Local auctions were second in both parts of the region. However, their importance was much greater in the West North Central States than in the East North Central States. Packers and local markets were listed frequently by producers in the eastern states, but seldom listed by western producers.

For cattle reports on terminals, radio and television were most frequently used. Newspapers were second in number of times listed as the source of terminal market cattle reports.

For reports on market activity of packers, radio and television ranked first, newspapers ranked second. For reports on local auctions, radio and television ranked first but newspapers were almost as important as radio and television. For reports on local markets and dealers, telephones ranked well ahead of the other news media, (Tables VII—5 and 6).

Main Sources of Market News Used by Farmers for Selling Hogs

The patterns of market news sources used and types of markets reported for hogs were very similar for the western and eastern sections of the region. Radio and television were the most important news media and terminals were the most often reported. Radio and television reports of terminal markets accounted for about two-thirds of the primary reports farmers said they obtained. Newspapers accounted for another 301 reports of terminal markets. Local markets, local auctions, and packers were the other types of markets for which farmers in the eastern section frequently obtained hog market reports. In the western states local auctions were second to terminals in frequency listed.

For reports on local auctions and packers, radio and television and newspapers were the media most frequently used. For local markets, telephones ranked first.

Other Sources of Market Guidance

In addition to regular market news sources, farmers used several other means of obtaining information before selling livestock. Use of telephones and personal interviews were reported a total of 1,045 times by 3,194 farmers in the eastern part of the region and 448 times by 2,633 farmers in the western part. The greater distance involved probably accounts for the much less frequent use of personal contacts in the Western states.

Many farmers also obtained specific advice and professional help in choosing the day and place of sale. Approximately 10 percent of the farmers interviewed said they obtained advice from outside sources in deciding where to sell their most important lot of livestock. The sources of this market advice are shown in Table VII—12. For the region as a whole, terminal commission representatives were the most important source. Local auction representatives and packers and dealers were used by substantial numbers of farmers.

All four of these sources have a personal interest in certain types of outlets. Thus, it is quite possible that the advice given as to the best outlet may be colored slightly to favor the particular outlet. Also, farmers may have had this outlet firmly in mind before asking. Thus it is possible that most of the contacts were made primarily to obtain advice on when to sell rather than where to sell as was indicated.

Truckers and neighbors were the most important "outside" sources of market advice used by farmers. Sources listed in the table "other" include extension and experiment station personnel and farm management service personnel.

Some types of bids or appraisals were obtained by about one-fifth of the farmers before they sold their major lot of livestock for the year. The percentage obtaining bids or appraisals was slightly greater in the western part of the region than in the eastern part. Of the farmers who indicated they obtained bids or appraisals before selling their major lot, only about 20 percent listed more than one source of bids or appraisals. This suggests that most farmers were interested primarily in obtaining a professional opinion on the market value of their livestock before selling rather than in competitive bidding on their livestock.

The sources of bids and appraisals varied considerably from one part of the region to another. In the eastern part, dealers were most important—accounting for almost one-third of the bids and appraisals made. Packer buyers were next, and terminal market representatives, local markets and other farmers each accounted for slightly over 10 percent of the bids and appraisals while auction personnel accounted for only 5 percent.

In the western part of the region, terminal market representatives were the most important source of bids and appraisals. They accounted for about one-third of the total. Dealers accounted for one-quarter of the bids and appraisals.

The difference between the two parts of the region in the sources of bids or appraisals probably is a result mainly of the differences in types of livestock sold and the major outlets used. In the range states, feeder cattle are the most important type of livestock sold. In that area, bids and appraisals commonly were obtained from terminal market and auction market representatives and dealers. In the eastern part where slaughter livestock made up a greater percentage of the sales, packers were much more important.

The patterns of activity in bidding and appraising varied considerably from state to state, particularly for terminals. The data suggest that there may be considerable differences in the policies of different markets in this respect.

In addition to bids and appraisals, farmers were asked from what other markets or outlets they obtained price information just prior to selling their major lots of livestock. Of the 1,107 replies, 56 percent mentioned a terminal market; 17 percent an auction; 10 percent a packer. Local markets, dealers and farmers made up 5 percent, 4 percent, and 2 percent respectively of the total number of replies, (Table VII—11).

Additional Market News Farmers Need

The extent with which the region is blanketed by market information is indicated by replies to the question whether any additional livestock market information was needed, (Table VII—13). In the eastern part of the region 70 percent of the farmers said none was needed and another 13 percent said they did not know whether any more was needed. In the western part of the region 49 percent said no more was needed and 26 percent said they did not know.

This question was asked after farmers had just completed a thorough enumeration of all the market news sources they used. This may have influenced some of the farmers to say none or no more. A question such as this asked in a schedule of this length also is likely to elicit somewhat more negative replies than otherwise would be the case. Despite this the large proportion of farmers who were satisfied with the present amount and type of market news available is surprising. Among those farmers who indicated more information was needed, the most frequent reply was more or better outlook information or better forward price information (461 times). "More information" was the reply given by 392 farmers, 127 wanted more accurate reports of class price differences, 110 wanted "more accurate or honest reporting," and 105 wanted earlier market reports, (Table VII—14).

TABLE VII–2

Market News Sources Used by Farmers and Type of Market Reported
East North Central States, 1956
(Number of Times Reported by 3194 Farmers Interviewed)

State	NEWS SOURCE						
	Radio or TV	Newspaper	Telephone	Personal Interview	Farm Magazine	Other	Total
Illinois..........	936	505	97	62	366	131	2,097
Indiana..........	787	538	183	59	321	56	1,944
Kentucky........	726	439	45	52	161	52	1,475
Michigan........	457	305	50	77	242	95	1,226
Ohio............	732	599	177	166	619	95	2,388
Wisconsin........	539	212	73	4	15	9	852
Total............	4,177	2,598	625	420	1,724	438	9,982

State	TYPE OF MARKET REPORTED						
	Terminal	Local Auction	Local Market	Packer	Dealer	Other	Total
Illinois..........	1,704	42	86	37	16	212	2,097
Indiana..........	1,227	54	326	142	7	188	1,944
Kentucky........	887	339	20	65	7	157	1,475
Michigan........	772	261	30	17	19	127	1,226
Ohio............	907	446	269	43	52	671	2,388
Wisconsin........	494	.....	20	284	34	20	852
Total............	5,991	1,142	751	588	135	1,375	9,982

TABLE VII–3

Market News Sources Used by Farmers and Type of Market Reported
West North Central States, 1956
(Number of Times Reported by 2633 Farmers Interviewed)

State	NEWS SOURCE						
	Radio or TV	Newspaper	Telephone	Personal Interview	Farm Magazine	Other	Total
Kansas..........	773	492	20	44	448	140	1,917
Minnesota.......	925	405	72	114	591	79	2,186
Missouri.........	863	464	21	22	304	128	1,802
North Dakota.....	670	325	5	15	352	93	1,460
South Dakota....	758	413	33	102	748	330	2,384
Total............	3,989	2,099	151	297	2,443	770	9,749

State	TYPE OF MARKET REPORTED						
	Terminal	Local Auction	Local Market	Packer	Dealer	Other	Total
Kansas..........	1,511	227	4	5	1	169	1,917
Minnesota.......	1,832	14	43	158	35	104	2,186
Missouri.........	1,441	30	22	10	3	296	1,802
North Dakota.....	1,065	178	20	66	4	127	1,460
South Dakota....	1,471	227	4	54	20	608	2,384
Total............	7,320	676	93	293	63	1,304	9,749

TABLE VII–4

Market News Sources Used by Farmers and Type of Market Reported, North Central States, 1956

Source	Terminal	Local Auction	Local Market	Packer	Dealer	Other[2]	Total
East North Central States[1] (Number of Times Reported by 3,194 Farmers Interviewed)							
Radio or TV......	3,295	371	157	345	2	7	4,177
Newspaper.......	1,813	449	208	102	2	24	2,598
Telephone.......	73	66	293	103	65	25	625
Personal Interview	92	138	78	33	54	25	420
Farm Magazine...	556	1	2	...	..	1,165	1,724
Other...........	162	117	13	5	12	129	438
Total...........	5,991	1,142	751	588	135	1,375	9,982
West North Central States[3] (Number of Times Reported by 2,633 Farmers Interviewed)							
Radio or TV......	3,540	309	34	104	1	1	3,989
Newspaper.......	1,747	189	36	99	1	27	2,099
Telephone.......	62	11	10	48	18	2	151
Personal Interview	161	42	4	28	33	29	297
Farm Magazine...	1,283	24	2	5	....	1,129	2,443
Other...........	527	101	7	9	10	116	770
Total...........	7,320	676	93	293	63	1,304	9,749

[1] Includes Kentucky.
[2] Generally the "other" type of market reported by farmers actually was outlook information.
[3] Excludes Iowa and Nebraska.

TABLE VII–5

Type of Market from Which Most Useful Market Information Was Obtained for Cattle, 1956

State	Terminal	Local Auction	Local Market	Packer	Dealer	Other	Don't Know	Farmers Interviewed
(Number of Times Reported by Farmers Interviewed Most Important Source)								
MOST IMPORTANT SOURCE								
East North Central States								
Illinois	442	8	14	3	3	14	141	625
Indiana	346	16	59	17	....	6	158	602
Kentucky	321	81	3	14	2	1	79	501
Ohio	208	78	21	5	11	18	210	551
Michigan	240	73	4	2	4	2	82	407
Wisconsin	235	.....	19	164	28	13	49	508
Total E. N. Central	1,792	256	120	205	48	54	719	3,194
West North Central States								
Kansas	358	82	....	.....	.....	.....	44	489
Minnesota	520	5	5	38	1	1	63	633
Missouri	526	10	4	2	1	4	74	621
North Dakota	30	385	.....	.....	.....	.....	13	428
South Dakota	367	48	.....	3	.....	16	28	462
Total W. N. Central	1,801	530	9	43	2	26	222	2,633
Region	3,593	786	129	248	50	80	941	5,827
SECOND MOST IMPORTANT NEWS SOURCE								
East North Central States								
Illinois	345	9	9	4	1	19	238	625
Indiana	257	14	56	28	2	13	232	602
Kentucky	211	77	1	10	1	8	193	501
Ohio	152	70	19	7	9	11	283	551
Michigan	123	72	9	5	5	8	185	407
Wisconsin	204	1	1	105	2	4	191	508
Total E. N. Central	1,292	243	95	159	20	63	1,322	3,194
West North Central States								
Kansas	300	53	1	1	.....	7	127	489
Minnesota	395	2	10	27	8	5	186	633
Missouri	334	12	6	4	.....	13	252	621
North Dakota	78	275	.....	.....	.....	.....	75	428
South Dakota	279	58	1	14	2	51	57	462
Total W. N. Central	1,386	400	18	46	10	76	697	2,633
Region	2,678	643	113	205	30	139	2,019	5,827

TABLE VII–6

Primary and Secondary Source of Livestock Market Information Used by Farmers for Cattle and Type of Market Reported
East North Central States
(Number of Times Reported by 3,194 Farmers Interviewed)

Source	TYPE OF MARKET REPORTED							
	Terminal	Local Auction	Local Market	Packer	Dealer	Other	None Given	Total
			Primary Source					
Radio or TV	1,442	108	33	167	1	2	21	1,774
Newspaper	278	84	26	20	2	6	5	421
Telephone Report	20	9	49	10	32	12	2	134
Personal Interview	23	19	9	5	13	4	5	78
Farm Magazine	7	1	.....	.....	.....	23	2	33
Other	16	35	3	1	.....	7	9	71
None Given	6	.....	.....	2	.....	.....	675	683
Total	1,792	256	120	205	48	54	719	3,194
			Secondary Source					
Radio or TV	551	66	20	70	.....	2	22	731
Newspaper	606	121	31	55	.....	6	18	837
Telephone Report	14	13	34	19	8	2	6	96
Personal Interview	15	18	10	5	9	5	1	63
Farm Magazine	52	1	.....	1	.....	32	8	94
Other	28	24	.....	2	3	15	5	77
None Given	26	.....	.....	7	.....	1	1,262	1,296
Total	1,292	243	95	159	20	63	1,322	3,194

TABLE VII–7

Primary and Secondary Source of Livestock Market Information Used by Farmers for Cattle and Type of Market Reported
West North Central States
(Number of Times Reported by 2633 Farmers Interviewed)

Source	TYPE OF MARKET REPORTED							
	Terminal	Local Auction	Local Market	Packer	Dealer	Other	None Given	Total
			Primary Source					
Radio or TV	1,556	386	6	28	.....	1	11	1,988
Newspaper	162	80	2	7	.....	4	2	257
Telephone Report	4	1	1	4	.....	.....	1	11
Personal Interview	25	10	.....	2	1	1	1	40
Farm Magazine	24	8	.....	.....	.....	14	1	47
Other	28	43	.....	1	1	6	6	85
None Given	2	2	.....	1	.....	.....	200	205
Total	1,801	530	9	43	2	26	222	2,633
			Secondary Source					
Radio or TV	557	182	6	19	.....	1	9	774
Newspaper	561	139	7	18	.....	3	6	734
Telephone Report	7	3	3	4	3	1	1	22
Personal Interview	35	10	2	3	7	7	.....	64
Farm Magazine	139	11	.....	1	.....	55	4	210
Other	84	54	.....	1	.....	9	17	165
None Given	3	1	.....	.....	.....	.....	660	664
Total	1,386	400	18	46	10	76	697	2,633

TABLE VII–8

Type of Market from Which Most Useful Market Information Was Obtained for Hogs, 1956

(Number of Times Reported by Farmers Interviewed)

State	Terminal	Local Auction	Local Market	Packer	Dealer	Other	Don't Know	Farmers Interviewed
			MOST IMPORTANT SOURCE East North Central States					
Illinois	445	5	22	5	1	15	132	625
Indiana	312	11	86	23	1	8	161	602
Kentucky	211	37	7	12	1	2	231	501
Ohio	171	53	47	7	3	8	262	551
Michigan	132	35	3	2	.....	2	233	407
Wisconsin	104	.....	8	104	8	7	277	508
Total E. N. Central	1,375	141	173	153	14	42	1,296	3,194
			West North Central States					
Kansas	106	2	.....	.....	1	.....	380	489
Minnesota	423	5	10	40	6	1	148	633
Missouri	454	9	3	1	1	3	150	621
North Dakota	12	144	.....	.....	.....	.....	272	428
South Dakota	265	30	.....	5	.....	11	151	462
Total W. N. Central	1,260	190	13	46	8	15	1,101	2,633
Region	2,635	331	186	199	22	57	2,397	5,827
			SECOND MOST IMPORTANT NEWS SOURCE East North Central States					
Illinois	356	9	15	5	2	21	217	625
Indiana	253	13	71	27	2	15	221	602
Kentucky	138	54	5	10	1	2	291	501
Ohio	130	39	61	5	4	4	308	551
Michigan	76	45	6	4	2	2	272	407
Wisconsin	121	.....	1	56	2	4	324	508
Total E. N. Central	1,074	160	159	107	13	48	1,633	3,194
			West North Central States					
Kansas	73	6	1	.....	.....	2	407	489
Minnesota	331	2	10	28	11	6	245	633
Missouri	316	10	2	5	.....	15	273	621
North Dakota	27	115	.....	.....	.....	.....	272	428
South Dakota	206	32	1	17	2	38	166	462
Total W. N. Central	953	165	14	50	13	61	1,377	2,633
Region	2,027	325	173	157	26	109	3,010	5,827

TABLE VII–9

Primary and Secondary Source of Livestock Market Information Used by Farmers for Hogs and Type of Market Reported, East North Central States (Number of Times Reported by 3194 Farmers Interviewed)

	TYPE OF MARKET REPORTED							
Source	Terminal	Local Auction	Local Market	Packer	Dealer	Other	None Given	Total
			Primary Source					
Radio or TV	1,122	59	46	107	....	1	19	1,354
Newspaper	204	45	33	16	1	3	4	306
Telephone Report	17	12	84	24	10	12	2	161
Personal Interview	6	10	10	3	2	4	1	36
Farm Magazine	9	.....	.....	.....	.....	18	5	32
Other	11	15	.....	2	.....	4	4	36
None Given	6	.....	.....	1	1	.....	1,261	1,269
Total	1,375	141	173	153	14	42	1,296	3,194
			Secondary Source					
Radio or TV	508	55	36	43	3	3	112	760
Newspaper	431	61	40	43	.....	8	65	648
Telephone Report	9	7	40	14	8	2	11	91
Personal Interview	17	14	11	3	1	1	13	60
Farm Magazine	42	.....	.....	1	.....	23	18	84
Other	26	16	1	.....	1	10	7	61
None Given	41	7	31	3	.....	1	1,407	1,490
Total	1,074	160	159	107	13	48	1,633	3,194

TABLE VII–10

Primary and Secondary Source of Livestock Market Information Used by Farmers for Hogs and Type of Market Reported, West North Central States (Number of Times Reported by 2633 Farmers Interviewed)

	TYPE OF MARKET REPORTED							
Source	Terminal	Local Auction	Local Market	Packer	Dealer	Other	None Given	Total
			Primary Source					
Radio or TV	1,113	138	6	35	.....	.....	9	1,301
Newspaper	97	30	2	4	2	2	1	138
Telephone Report	4	2	4	6	2	.....	1	19
Personal Interview	14	3	.....	1	4	.....	1	23
Farm Magazine	17	3	.....	.....	.....	9	.....	29
Other	10	10	1	.....	.....	4	14	39
None Given	5	4	.....	.....	.....	.....	1,075	1,084
Total	1,260	190	13	46	8	15	1,101	2,633
			Secondary Source					
Radio or TV	397	74	7	20	.....	1	5	504
Newspaper	391	57	3	16	.....	2	5	474
Telephone Report	4	4	2	7	5	1	.....	23
Personal Interview	18	3	2	5	8	8	.....	44
Farm Magazine	85	6	.....	1	.....	43	1	136
Other	55	17	.....	1	.....	6	23	102
None Given	3	4	.....	.....	.....	.....	1,343	1,350
Total	953	165	14	50	13	61	1,377	2,633

TABLE VII–11

Major Types of Markets or outlets From Which Price Information was Obtained Before Sale of the Major Lot Sold, 1956

(Number and Percentage of Times each Type of Market was Reported by Farmers Interviewed)

First Source of Information	East North Central States	West North Central States	Total	East North Central States	West North Central States	Total
		number			percent	
Terminal Market..	326	293	619	58	54	56
Packer Buyer....	51	60	111	9	11	10
Local Auction....	83	105	188	15	19	17
Dealer...........	15	33	48	3	6	4
Local Market.....	52	6	58	9	1	5
Farmer..........	7	14	21	1	3	2
Other...........	32	30	62	6	6	6
Total...........	562	541	1107	100	100	100

TABLE VII–12

Number of Farmers Obtaining Bids or Appraisals From Various Sources, Before Sale of Their Most Important Lot, 1956

Source of Bid or Appraisal	Illinois	Indiana	Kentucky	Ohio	Michigan	Wisconsin	Total
			East North Central States				
Terminal Market Representative .	26	28	6	9	7	...	76
Packer Buyer..................	44	22	8	29	14	22	139
Local Auction Representative.....	10	14	8	3	7	...	42
Dealer.........................	34	15	25	21	25	74	194
Local Market...................	8	29	11	16	2	4	70
Farmer........................	20	11	14	9	10	7	71
Other.........................	15	6	1	3	2	4	31
No Answer.....................	103	57	49	68	31	87	395
Total..........................	260	182	122	158	98	198	1018
Number of farmers interviewed...	625	602	501	551	408	507	3194
Number of farmers obtaining bid or appraisals.............	130	91	61	79	49	101	511

Source of Bid or Appraisal	Kansas	Minnesota	Missouri	No. Dakota	So. Dakota	Total
		West North Central States				
Terminal Market Representative..	72	17	29	10	47	175
Packer Buyer..................	6	29	5	13	22	75
Local Auction Representative.....	60	6	3	4	13	86
Dealer.........................	14	43	32	29	21	139
Local Market...................	1	1	2	10	...	14
Farmer........................	12	15	13	8	6	54
Other.........................	1	1	4	4	2	12
No Answer.....................	98	74	62	50	65	349
Total..........................	264	186	150	128	176	904
Number of farmers interviewed...	489	633	621	428	462	2633
Number of farmers obtaining bids or appraisals............	132	93	75	64	88	452

TABLE VII—13

Number of Farmers Receiving Help or Advice from Various Sources on the Best Place to Market Their Most Important Lot of Livestock, 1956

East North Central States

Source of Advice	Indiana	Illinois	Kentucky	Ohio	Michigan	Wisconsin	Total
Trucker	8	12	6	8	6	7	47
Packer	7	21	3	5	3	1	40
Local Dealer	3	5	6	12	5	2	33
Auction Representative	7	...	2	3	4	1	17
Local Market Representative	10	1	...	4	...	2	17
Terminal Commission Man	15	19	8	5	5	...	52
Local Livestock Cooperative	3	8	...	...	1	...	12
Neighbor	20	17	6	2	9	9	63
Other	13	9	9	5	7	6	49
None	44	4	26	46	32	16	226
No Answer	...	58	...	...	...	...	58
Total East North Central States	130	154	66	90	72	44	614

West North Central States

Source of Advice	Kansas	Minnesota	Missouri	No. Dakota	So. Dakota	Total
Trucker	10	27	14	12	16	79
Packer	...	12	5	...	10	27
Local Dealer	11	22	6	1	11	51
Auction Representative	42	3	3	3	9	60
Local Market Representative	...	...	3	...	...	3
Terminal Commission Man	56	12	29	6	20	123
Local Livestock Cooperative	3	4	3	...	1	11
Neighbor	12	15	8	4	14	53
Other	4	3	2	...	...	9
None	...	68	...	...	...	68
No answer	84	...	33	18	55	190
Total West North Central States	222	166	106	44	136	674

TABLE VII—14

Type of Additional Livestock Market Information Farmers Indicated they Needed, North Central Region, 1956

Type of Information Needed	Times Mentioned First			Times Mentioned Second		
	East North Central St.	West North Central St.	Total	East North Central St.	West North Central St.	Total
1. More information	157	195	352	17	23	40
2. More or better outlook information	117	153	270	18	34	52
3. Forward Price Information	46	68	114	13	12	25
4. More accurate or honest reporting	57	37	94	8	8	16
5. More accurate reports of class price differences	15	90	105	11	11	22
6. Reports on breeding stock prices	....	1	1	....	1	1
7. Reports on Dairy stock prices	9	10	19	1	1	2
8. Earlier market reports	57	35	92	6	7	13
9. Auction reports over the radio	7	9	16	1	1	2
10. None or no more needed	2227	1299	3526	2	776	778
11. Other	87	55	142	22	5	27
12. No answer or doesn't know	416	681	1097	3096	1754	4850
Total	3195	2633	5828	3195	2633	5828

Chapter VIII

Market Selection by Farmers

Substantial shifts took place between 1940 and 1956 in the places farmers marketed their livestock and places where they bought livestock for feeding or herd use.

Many factors appear to influence farmers in choosing markets. To provide information on the reasons for shifts, the farmers were asked a series of questions designed to determine how they decided where to sell their major classes of livestock. Each farmer also was asked to supply information on the method used to select where he purchased his two most important classes of feeder livestock, if he purchased. Data also were collected on changes made by farmers in outlets used and the reasons for these shifts. These data, plus similar data on the source of purchased livestock, provide the basis for the analysis contained in this chapter.

Determination of the motives for a particular action is very difficult. In many cases the individual himself may not be consciously aware of why he does a thing the way he does. A long and time consuming procedure called depth interviewing sometimes is used to get beyond the farmer's conscious motivation. However, limitations of time available for this part of the interview precluded this type of probing. Data presented here are based on farmer responses to direct questions. In general they represent the farmer's best efforts to reconstruct the logic for choice of the courses of action followed. In most cases the responses to questioning concerning reasons for choice of a particular market were couched in terms of advantages or disadvantages of alternatives.

A. FARMER'S SELECTION OF OUTLETS FOR LIVESTOCK SOLD

Major Classes of Livestock Sold

Farmers were asked to rank the various classes of livestock they sold on the basis of total cash receipts. Slaughter hogs, feeder steers and heifers, and slaughter steers and heifers were the classes most frequently listed as most important by farmers in the western part of the region (30, 28, and 20 percent respectively of the farmers interviewed). Cull cows, cattle sold for herd purposes, veal calves, slaughter lambs and feeder pigs, all were listed as the most important classes by substantial numbers of farmers (6, 4, 4, 3, and 3 percent respectively of the total farmers interviewed). Breeding hogs were listed as the most important class by only nine farmers and breeding sheep by only one farmer.

In the eastern states, slaughter hogs were listed as the most important class sold by 42 percent of the farmers. Feeder pigs and breeding hogs were listed as most important by another 3 percent. Slaughter steers and heifers were listed as the most important class sold by 14 percent, veal calves by 15 percent, and cull cows by 15 percent, (Figure VIII—1).

In the West North Central States slaughter hogs or pigs were the most important class for only 32 percent of the farmers. Slaughter cattle and calves were most important for 20 percent, feeder cattle and calves were most important for 28 percent and other classes of cattle and calves were most important for a total of 15 percent of the farmers interviewed.

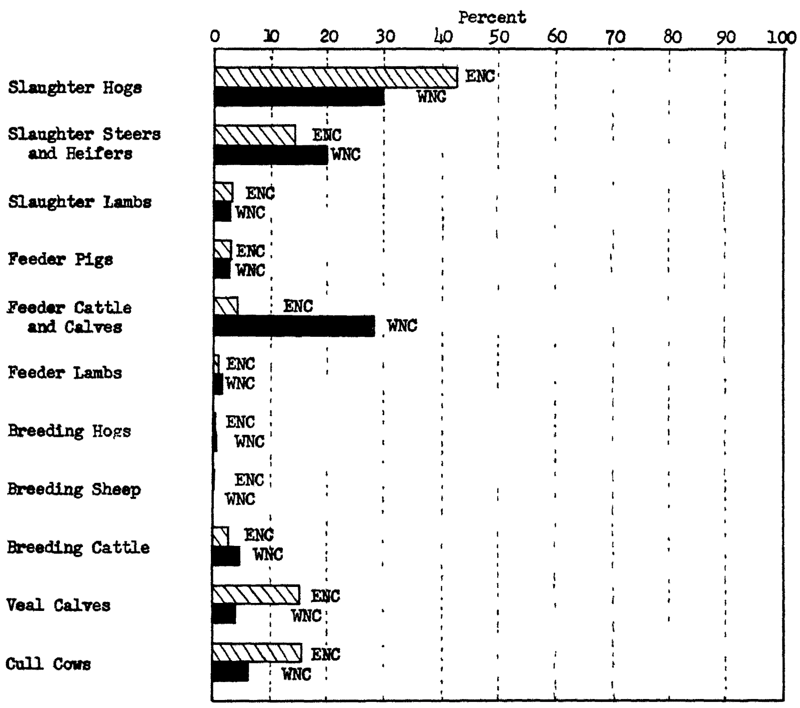
Method of Market Selection Used

For the purpose of analysis, methods employed by farmers in selecting a market outlet through which to sell a particular class of livestock were divided into two general categories. In the first general category were the farmers who had an established or accepted

FIGURE VIII—1

Percentage of Farmers Listing Various Classes of Livestock as Their Most Important Class, East North Central and West North Central States, 1956

(measured in terms of cash receipts)



market outlet through which all of a particular class of livestock was sold. The basis for selecting the outlet by farmers in this category was expected to be something of an enduring, unchanging nature. The farmer generally did not go back and re-examine his choice each time he sold.

The second general category included those farmers who had no single outlet where they consistently sold a particular class of livestock. Instead, each choice was made on the basis of events just preceding the time of marketing. It was expected that reasons for the inclusion of specific market or outlet in the group from which a selection was made would be of an enduring nature, but the basis for selecting a specific market on the day of sale was likely to be something which was constantly changing.

More than three-fourths of the farmers indicated that they followed the first alternative of regularly selling each class of livestock through the same outlet. Of 5,820 farmers in the region, 79 percent said they had one outlet where they regularly sold their major class of livestock, 17 percent chose between two outlets, and 4 percent listed three or more outlets.

Approximately 81 percent of the farmers in the region reported that all of the second most important class of livestock sold went through one outlet. The other 19 percent of the farmers said they chose among two or more outlets before each sale.

Despite wide differences between East North Central and West North Central States in the availability of market outlets and in the classes of livestock sold, percentages of the farmers who chose each alternative method of market selection were about the same for both parts of the region, (Figure VIII—2). The same general pattern of decision making carried through all classes of livestock. However, in general, among farmers listing cull cows or veal calves as either the major or second most important class of livestock sold, the tendency to sell all of the class through one outlet was slightly greater than for other classes. This probably reflects the fact that for farmers listing cull cows and vealers as the major class of livestock sold, the sale of livestock usually was secondary to sale of dairy products and possibly other enterprises in terms of the farmer's total income.

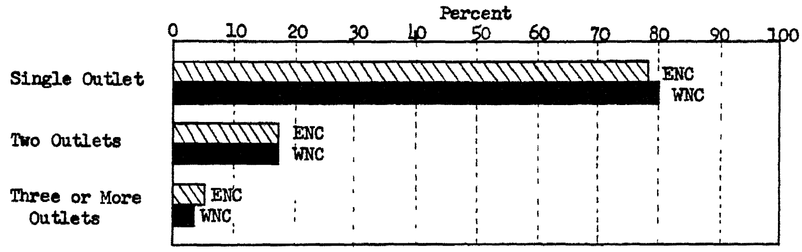
For breeding and feeder livestock compared with slaughter livestock, there appeared to be a slightly greater tendency among farmers to select among two or more outlets rather than to consistently sell all of the class through one outlet.

Outlets Used by Farmers Who Regularly Used Only One Outlet

Among farmers who regularly sold their major class of livestock through one outlet, terminals were the most important. Forty-seven percent of the farmers in this category stated that a terminal was

FIGURE VIII–2

Percentage of Farmers Who Indicated They Selected from 1, 2, or 3 or More Outlets before Selling Each Class of Livestock, East North Central and West North Central States, 1956



the one outlet they used for the particular class of livestock. Local auctions ranked next to terminals in percentage of farmers who listed them as the only outlet used. Packers ranked third, local markets fourth, and dealers fifth in number of farmers listing them as the only market for either the major or second most important class of livestock sold.

The importance of terminals varied greatly from one class to another and from one part of the region to another. The percentage of farmers patronizing terminals was higher in the western part of the region than in the central part. In the eastern states auctions ranked first, for sale of veal calves, and ranked about equally with terminals for sale of cull cows. In the Western states, auctions were most important for sale of feeder cattle and calves.

The number of farmers choosing terminals was higher for slaughter livestock than for non-slaughter livestock. It was slightly higher for slaughter steers and heifers than for slaughter hogs.

TABLE VIII–1

Method of Selection of Place of Sale of Major Classes of Livestock, by Class, East North Central and West North Central States, 1956

Class	Most Important Class				Second Most Important Class			
	East North Central		West North Central		East North Central		West North Central	
	One Outlet	Multi-Outlet	One Outlet	Multi-Outlet	One Outlet	Multi-Outlet	One Outlet	Multi-Outlet
Slaughter Hogs	1,085	261	649	139	275	64	381	92
Slaughter Steers and Heifers	334	120	402	119	296	80	269	46
Slaughter Lambs	88	11	61	16	91	17	55	13
Feeder Pigs	51	30	44	17	50	25	52	10
Feeder Cattle & Calves	86	35	545	198	62	13	176	49
Feeder Lambs	14	4	20	12	24	3	26	10
Breeding Hogs	4	3	8	1	8	5	6	4
Breeding Sheep	1	1	1	..	11	5	7	7
Breeding Cattle	59	32	69	49	47	41	113	32
Veal Calves	416	66	94	12	748	97	232	32
Cull Cows	410	83	148	22	538	84	509	106
	2,548	646	2,041	585	2,015	434	1,826	401

TABLE VIII–2

Percentage of Farmers Selling All of Their Major Class of Livestock Through Various Types of Market Outlets, North Central Region, 1956

Class	Terminal	Local Market	Auction	Dealer	Packer	Other Farmer	Other	Don't Know	No. of Farmers
Slaughter Hogs.......... ..	46.9	15.6	10.7	3.6	21.0	.1	1.8	.3	1,754
Slaughter Steers and Heifers.	70.1	3.1	15.5	1.9	6.5	.4	1.4	1.1	736
Feeder Cattle and Calves....	36.8	2.7	45.6	5.2	1.5	4.3	3.3	.6	631
Veal Calves................	38.0	6.3	39.0	6.5	7.4	.6	2.0	.2	510
Cull Cows..................	45.7	3.2	24.9	11.6	5.0	.2	9.0	.4	558

However, for the second most important class, only 37 percent of the farmers using one outlet listed terminals as that one outlet.

In general, the percentage of farmers listing different types of outlets as the only outlet used conforms fairly closely to the percentage of livestock of various classes marketed through the various types of outlets, (Chapters II, III, IV).

Advantages Given for Outlets Where Only One Was Used

Advantages given for particular outlets did not vary greatly among farmers listing different classes of livestock as their major class. The main difference was that farmers tended to be more interested in convenience for certain classes such as vealers and cull cows, which typically represented a minor source of farm income.

Convenience was given most frequently as the main reason for selecting a particular outlet by farmers for whom cull cows and veal calves were the most important class (43 percent in the East North Central States and 34 percent in the West North Central

FIGURE VIII–3

Percentage of Farmers Using Various Types of Outlets Where Only One Was Used for the Major Class of Livestock Sold, East North Central and West North Central States, 1956

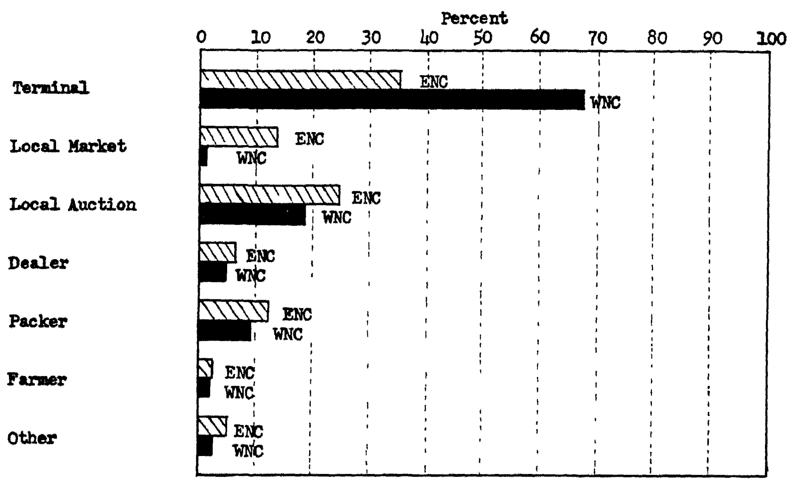
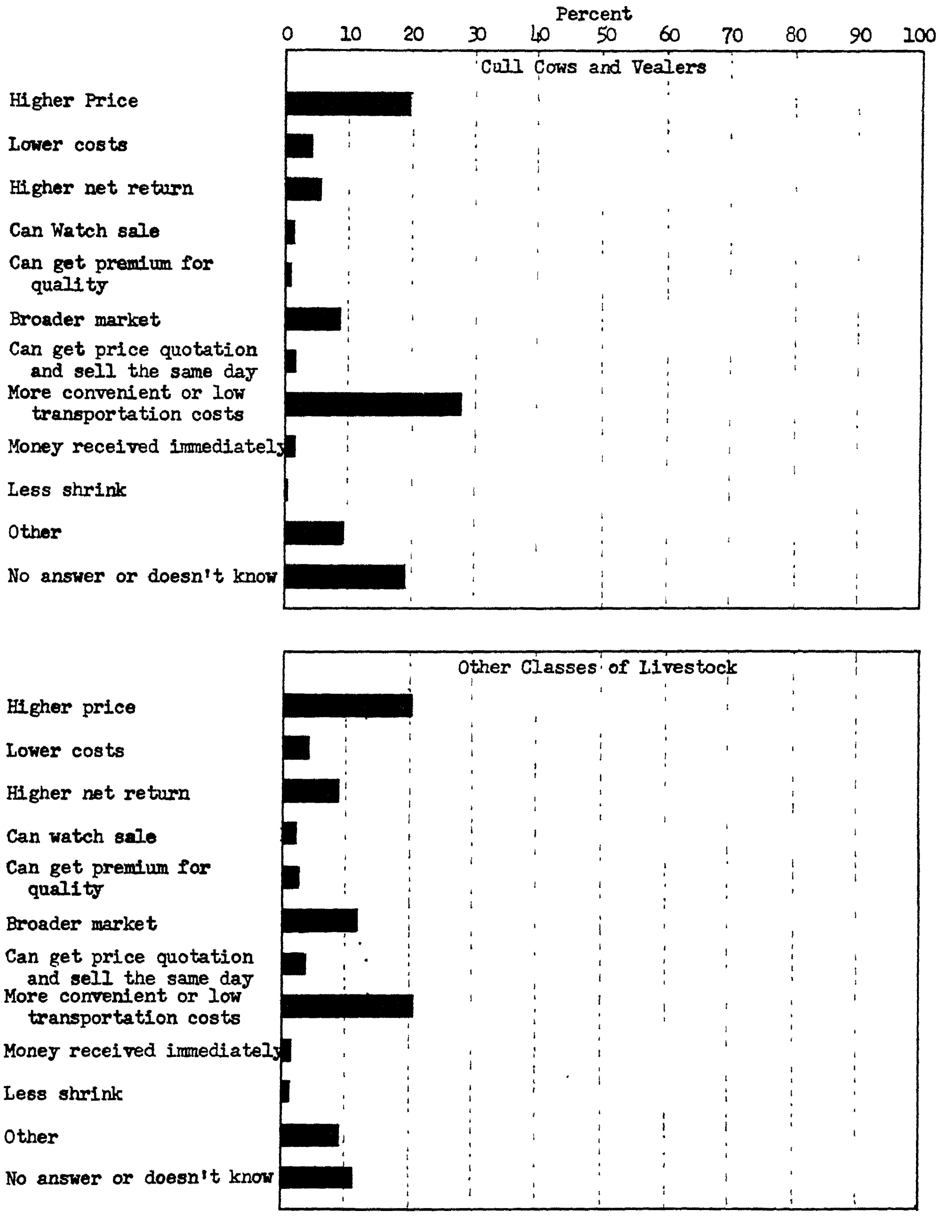


FIGURE VIII—4

Percentage of Times Various Advantages Were Listed by Farmers Who Had Only One Outlet for Their Major Class, Region, 1956



States). Higher price was listed as the major reason by 30 percent of the farmers in both parts of the Region, (Figure VIII—4).

The order of importance of reasons given for the choice of one outlet where cull cows or veal calves were listed as the second most important class of livestock sold was essentially the same as when the class was listed as the most important. This may reflect the fact that in either case the class was not a major source of farm income and consequently did not receive the attention one would expect a major cash source to receive.

For classes other than cull cows and veal calves, the reason given for the choice of one outlet, where only one was used, reflected less stress on convenience. Higher price was the most frequently listed

TABLE VIII—3

First and Second Advantages Listed by Farmers Who Used One Outlet

Advantages	Cull Cows and Veal Calves				Other Classes of Livestock			
	E. N. C.		W. N. C.		E. N. C.		W. N. C.	
	1st	2nd	1st	2nd	1st	2nd	1st	2nd
	Most Important Class							
Higher price	246	71	73	30	531	190	485	215
Lower costs	19	59	3	7	45	122	62	68
Higher net return	29	43	25	20	86	124	186	231
Can watch sale	2	16	2	6	14	57	25	69
Can get a premium for quality	2	5	2	8	44	54	57	104
Broader market	50	51	34	45	137	160	359	216
Can get price quotation and sell the same day	11	17	3	5	66	70	70	63
More convenient or low transportation costs	353	125	81	36	518	280	373	281
Money received immediately	6	21	1	9	8	36	15	53
Less shrink	4	2	1	. .	12	41	18	28
Other	98	85	15	4	244	177	125	89
No answer or doesn't know	6	331	1	71	13	407	23	381
Total	826	826	241	241	1,718	1,718	1,798	1,798
	Second Most Important Class							
Higher Price	422	136	206	84	272	91	308	121
Lower costs	15	114	14	21	17	54	26	48
Higher net return	36	99	58	94	35	66	124	144
Can watch sale	9	30	16	21	10	28	20	49
Can get a premium for quality	9	18	7	6	13	24	41	49
Broader market	82	83	146	122	85	102	186	143
Can get price quotation and sell the same day	9	13	7	19	19	18	29	38
More convenient or low transportation costs	564	219	220	103	257	108	236	158
Money received immediately	8	29	3	28	7	26	3	31
Less shrink	5	13	42	19	8	17	78	52
Other	121	98	5	5	123	90	12	14
No answer or doesn't know	6	434	17	219	12	234	22	238
Total	1,286	1,286	741	741	858	858	1,085	1,085

reason for selecting a particular outlet for these other classes. Higher net returns and lower costs were relatively more frequently given as reasons for these classes compared with cull cows and veal calves. "A broader market" also was a frequently given reason. However, a surprisingly high number (25 percent) of the farmers listed convenience or lower transportation costs as the major reason for selection of the one outlet. Convenience ranked somewhat higher where these classes were listed as the second most important class of livestock sold, (Table VIII—3).

Reasons for Choosing a Specific Outlet

Nearby outlets afforded farmers the advantage of convenience and often were selected primarily for that reason. Because of the large numbers of auctions and dealers in the North Central States, farmers had less distance to go to sell to these agencies than to other types of markets. However, convenience did not always mean nearness. Apparently often it was more convenient to sell at a longer distance because a truck had a regularly scheduled trip there. Many outlets provide services designed to increase the convenience to farmers. These services may include providing information on available trucks or even actual pick-up service.

Convenience was the major reason given for all types of outlets except terminals. The principal advantages attached to terminals by farmers were price related—higher prices, higher net returns and broader market.

Only a small percentage of the farmers gave lower costs as the first reason for selecting an outlet, but where this was the main reason, terminals seldom were selected. Instead, the farmer usually selected a type of outlet such as local markets, dealers, packers, or other farmers where only relatively small or no marketing costs were involved.

Advantages Listed for Various Types of Outlets Where the Farmer Chose Among Several Outlets Before Sale

Terminals made up a smaller proportion of the total outlets listed by farmers who chose among several outlets before sale compared with farmers who had only one outlet. Among farmers who used more than one outlet in selling cull cows and veal calves, only 23 percent of the outlets listed were terminals. For other classes of livestock, only 26 percent were terminals.

The common pattern for farmers who chose among two or more market outlets before selling was a choice between different types of local outlets—auctions, local markets, packers, or between a local outlet and a terminal market. However, occasionally a farmer chose between two or more of the same type local outlet or between two terminals which were located about equal distance from the farm.

Farmers were asked why they included each outlet in those among which they chose before selling their major and second most important classes of livestock. The answers showed a pattern quite similar to that where the farmer had only one outlet. Again, for cull cows and veal calves, convenience was the most frequently given reason with higher price second in frequency listed. For other classes of livestock, price and price-related answers were most frequently given, but convenience was listed almost as frequently as price and price-related reasons. The number of farmers who listed good buyer competition and less shrink also was large, (Table VIII–18, 19).

The major reasons listed for the inclusion of terminals were higher price and good buyer competition. For other types of outlets, higher price also was frequently mentioned, but attributes which are associated with nearness—convenience, lower transportation costs, and less shrinkage,—were most frequently given. For auctions, good buyer competition was a major reason.

The data suggest that to many farmers competition is an uncertain thing unless it is evidenced by the physical meeting and bidding for the lot of his livestock by several buyers at essentially the same time as is the case in terminals and auctions. Competition between outlets which manifests itself in higher prices or more service, apparently is seen by farmers simply as higher offered prices or more services rather than as inter-market competition.

Basis for Choosing Among Several Market Outlets Before Selling

Farmers who do not regularly sell all of a particular class through one outlet generally were much more active in obtaining bids and appraisals compared with farmers who used only one outlet.

Of the farmers in the western part of the region who said they chose among two or more outlets for their major classes of livestock, 33 percent stated that the basis for selecting a particular outlet was bids or appraisals. In the eastern part of the region, 22 percent said the basis was bids or appraisals.

The use of market quotations as a basis for selecting the specific outlet was quite common. Of the farmers in the western part of the region, 33 percent said their basis was "quoted prices," 10 percent said they checked market quotations from different places and sold to the highest, and four percent said they checked by phone and sold to the highest. In the eastern part of the region, 31 percent gave "quoted prices" as a basis for selecting for the major class of livestock, 3 percent said they checked market quotations from different places before choosing, and 11 percent said they checked by phone before selling, (Table VIII–4).

The percentage of farmers obtaining bids or appraisals was somewhat lower for slaughter hogs than for the remaining classes of livestock. Farmers appeared to depend more on quoted prices in selecting outlets for slaughter hogs. This apparently reflects the fact that hog pricing still is largely on the basis of weight, and farmers felt fairly confident of their ability to estimate weight, (Table VIII–5).

The basis that farmers cited for choosing among outlets for cull cows and veal calves again suggests the relatively lower importance attributed to these classes of livestock by farmers. Sales to the

TABLE VIII—4
Indicated Basis for Choosing Among Several Markets before Selling Livestock, East North Central and West North Central States, 1956
(Number of times reasons were given)

Basis	Most Important Class			Second Most Important Class		
	East North Central Sts.	West North Central Sts.	Total	East North Central Sts.	West North Central Sts.	Total
Bids or appraisals	154	193	347	110	102	212
Quoted prices	210	195	405	120	121	241
First offer received	35	28	63	31	8	39
Check and get prices by phone from different places when ready and ship to the highest	67	25	92	54	25	79
Send livestock to whichever market is open that day	34	59	93	6	37	43
Ship wherever the truck is going that day	32	10	42	30	13	43
Check market quotation from different places	19	20	39	27	11	38
Try to sell locally first. If not possible, ship away	23	49	72	27	40	67
Depends on size of the lot	42	43	85	19	36	55
Haul livestock myself and sell locally if I'm not busy. Otherwise, have them trucked to more distant markets	11	6	17	5	6	11
Other	130	96	226	48	70	118
No answer or doesn't know	617	450	1,067	350	315	665
Total	1,374	1,174	2,548	827	784	1,611

"first offer received," to "whichever market was open that day" or to "wherever the truck was going" were frequently given bases for selecting outlets for cull cows and veal calves.

Reasons for Discontinuing Use of Outlets

In order to help determine why shifts are taking place in market outlets used, farmers who used only one outlet were asked whether or not they had changed outlets in recent years. If they had changed, they were asked why they had discontinued using the particular outlet.

Of the farmers who reported they sold all of their major class through a single outlet only about 11 percent in the East North Central States and 6 percent in the West North Central States reported they had changed outlets during the 5 year period.

The percentage which farmers shifting away was of present patrons was greatest for packers. However, packers also received a higher than average percentage of new patrons. As a result they gained slightly, for both parts of the region.

Terminal markets suffered a substantial net loss of patrons. The percentage shifting away from terminals was about the same as for all markets, but terminals attracted only a small percentage of the farmers who had shifted from other outlets. Local markets showed the largest net gain in patrons in the East North Central States. Packers were second. In the West North Central States the largest net gain in patrons was made by local auction markets, (Table VIII—6).

TABLE VIII–5

Indicated Basis for Choosing Among Several Markets Before Selling Livestock, Two Most Important Classes of Livestock Sold, North Central States, 1956

Basis	Slaughter Steers & Heifers	Slaughter Hogs	Slaughter Lambs	Feeder Pigs	Feeder Cattle	Feeder Lambs	Breeding Hogs	Breeding Cattle	Breeding Lambs	Cull Cows	Veal Calves	Total
Bids or appraisals	122	123	8	33	83	10	6	62	3	72	37	559
Quoted prices	131	192	18	25	106	10	3	33	8	71	49	646
First offer received	14	16	...	14	26	2	2	6	. .	12	10	102
Check and get prices by phone from different places when ready and ship to the highest	40	44	4	9	20	3	1	11	1	22	16	171
Send livestock to whichever Market is open that day	30	44	1	2	24	1	...	3	...	18	13	136
Ship wherever the truck is going that day	9	17	2	2	7	...	1	1	...	26	20	85
Check Market quotation from different places and ship to the highest	13	19	3	. .	7	. .	. .	4	. .	19	12	77
Try to sell locally first. If not possible, ship away	14	14	5	12	37	3	...	12	1	21	20	139
Depends on size of the lot	18	49	4	4	20	2	...	5	...	23	15	140
Haul livestock Myself and sell locally if I'm not busy. Otherwise, have them trucked to More distant Markets	1	13	.	...	2	...	..	1	1	5	5	28
Other	48	90	12	12	46	4	2	29	3	61	37	344
No answer or doesn't know	312	510	61	85	183	23	10	137	10	226	175	1,732
Total	752	1,131	118	198	561	58	25	304	27	576	409	4,159

TABLE VIII–6

Number of Farmers Who Shifted Away From Various Types of Outlets and Number of Farmers Who Shifted to Various Types of Outlets During 5 Year Period up to January, 1957[1]

(Based on replies of 2,544 farmers — East North Central States and 2033 farmers in West North Central States who sold all of their major classes of livestock through a single outlet)

	East North Central States				West North Central States			
	No. Using Outlet	Shifts From	Shifts To	Net Change	No. Using Outlet	Shifts From	Shifts To	Net Change
	Most Important Class Sold							
Terminal........	910	99	48	−51	1,241	70	35	−35
Local Market.........	342	38	57	+19	27	2	2	....
Auction..............	633	71	72	+ 1	384	18	44	+26
Dealer...............	159	20	27	+ 7	101	13	21	+ 8
Packer...............	314	42	58	+16	192	19	22	+ 3
Farmer...............	70		3	+ 3	46	2	5	+ 3
Other................	116	10	19	+ 9	32	3	5	+ 2
Total[2]........	2,544	280	284		2,023	127	134	
	Second Most Important Class							
Terminal.......	718	59	31	−18	1,112	39	28	−11
Local Market.........	177	19	26	+ 7	38	3	3	....
Auction..............	726	32	37	+ 5	367	13	28	+15
Dealer	155	19	18	− 1	68	6	4	− 2
Packer...............	183	18	26	+ 8	174	14	17	+ 3
Farmer...............	64	....	2	+ 2	39	2	1	− 1
Other................	119	2	12	+10	15	....	1	....
Total[2]..............	2,142	149	152		1,813	77	82	

[1] Data covers only the shift the farmer made during the 5 year period.

[2] Total number of shifts from outlets are smaller because some farmers did not remember or could not classify the type discontinued.

TABLE VIII–7

Reasons Given by Farmers for Discontinuing an Outlet by Type of Outlet Discontinued,[1] North Central States, 1956

Reason	Type of Outlet Discontinued							
	Terminal	Local Market	Local Auction	Dealer	Packer	Farmer	Other	Total
	Number of Times Given							
Poor handling of livestock.....	7	3	7	1	2	...	...	20
Prices too low................	38	20	45	35	30	2	7	177
Too little attention received....	17	2	4	4	2	...	1	30
Costs too high................	85	6	8	1	4	...	...	104
Distance or trucking too great..	93	6	21	...	13	...	...	133
Too strict grading or sorting....	8	5	3	1	11	...	...	28
Too little grading or sorting....	3	7	7	...	3	...	...	20
Too little credit for quality.....	12	11	7	8	9	...	1	48
Too inconvenient............	60	6	27	2	16	1	...	112
High Shrinkage...............	60	1	9	2	4	1	...	77
Weighing unreliable..........	3	3	10	3	3	...	...	22
Other.......................	56	21	53	20	29	...	8	187
No answer or doesn't know....	91	33	67	39	60	4	13	308
Total.......................	534	124	268	116	186	8	30	1,266

[1] No more than two reasons given by any one farmer were listed.

The most frequently given reason for shifts in outlets was that prices were too low. Inconvenience and distance or trucking was too costly were the next in importance. High costs and high shrink also were frequently stated as the main reasons for changing to another market outlet, (Table VIII–7).

High costs of hauling and distance were the big factors leading to a shift from terminals. Inconvenience and high shrink, both related to distance, also were frequently cited as the reason for discontinuing to sell through terminals. The number of farmers stating that prices were too low as a reason for shifting away from terminals was somewhat lower than for the other types of outlets. Thus for terminals there appears to be less dissatisfaction with prices generally than with other aspects of terminal market selling, such as the marketing charges and distance.

Farmers reporting that they had shifted away from the use of local markets were considerably less than for terminals. However, this was partly due to the smaller number of farmers who used local markets as outlets. The most frequent reason for quitting a local market was low prices. Local markets also were frequently criticized for giving too little credit for quality livestock. Among farmers who had discontinued using an auction, low prices was the reason most commonly cited by farmers. Inconvenience and distance ranked next in the number of times given.

Among farmers who had discontinued selling to a dealer, three-fifths gave low price as the reason for this action. About 10 percent gave "lack of credit for quality" as the reason for discontinuing selling to a dealer. Other reasons each made up only a small proportion of the total.

TABLE VIII–8
Reasons for Changing Outlets by Type of Outlet to Which the Farmer Changed, North Central States, 1956
(Two most important classes sold)

Reason	Type of New Outlet							
	Terminal	Local Market	Local Auction	Dealer	Packer	Farmer	Other	Total
Poor handling of livestock	11	4	...	...	2	3	1	21
Prices too low	60	21	42	18	24	4	10	179
Too little attention received	9	2	7	8	3	3	1	33
Costs too high	12	17	19	18	35	...	3	104
Distance or trucking too great	5	16	48	9	45	2	7	132
Too strict grading or sorting	11	4	3	2	9	...	...	29
Too little grading or sorting	8	4	4	2	2	...	1	21
Too little credit for quality	13	7	9	3	12	1	3	48
Too inconvenient	8	17	42	12	31	...	3	113
High shrinkage	5	10	30	11	16	1	4	77
Weighing unreliable	4	2	14	...	3	...	...	23
Other	43	30	61	23	19	1	14	191
No answer or doesn't know	95	41	82	34	45	6	26	329
Total	284	175	361	140	246	21	73	1,300

Among farmers who discontinued selling directly to a packer, low prices was the reason most commonly given. Inconvenience and distance were next in importance. Compared with other types of outlets, relatively more farmers complained that packers were too strict on grading or sorting, (Table VIII–7).

Reasons for Changing Outlets by Type of Outlet to Which the Farmer Changed

In the previous section a comparison was made of outlets that farmers had discontinued using, with the related reasons. In order to determine what farmers looked for in selecting a new outlet, the reasons for changing markets were broken down by the type of new outlet selected.

Terminals were most frequently listed as the market discontinued (42 percent of the total number). Only 22 percent of the new outlets selected were terminals. Where the farmer shifted to a terminal market, low prices at the former market was the reason most often given. This reason was given by over 40 percent of the farmers shifting to a terminal. A wide variety of other reasons were given, but none accounted for more than a small part of the total.

Convenience and distance made up a large part of the reasons given for shifting to auctions, local markets, dealers, or packers. Low prices and high marketing costs also were mentioned frequently as the reasons for shifting to these outlets, (Table VIII—8).

B. FARMERS' SELECTION OF SOURCES OF LIVESTOCK PURCHASED

The number of farmers who buy feeder livestock is much smaller than the number of farmers who sell livestock. Only about 30 percent of the 5,820 farmers who reported they sold livestock, reported purchase of any type of feeder livestock. About 18 percent

TABLE VIII—9
Number of Farmers Purchasing Feeder Livestock Who Reported They Purchased All of a Class from one Source and Number Who Purchased from Two or More Sources, North Central States, 1956

	Most Important Class		Second Most Important Class	
	One Source	Multi Source	One Source	Multi Source
Cattle	430	414	38	44
Pigs	266	606	89	73
Sheep	12	16	22	3
Total	708	1,036	149	120

of the farmers reported purchases of feeder pigs. Sixteen percent reported purchases of feeder cattle and only one percent reported purchases of feeder lambs.

In selection of the place where they purchased livestock, farmers were divided on the basis of the manner in which they made the decision. Some consistently bought from one source while others had several sources among which they chose when buying.

Farmers were asked which method they used. The results show that in buying their major class of feeder livestock, the majority of the farmers selected among several sources, (Table VIII—9). For the second most important class of feeder livestock, the number of farmers who said they always purchased from one source was slightly greater than the number who said they selected among two or more sources.

These results are in contrast with the method used in selecting an outlet for the livestock sold. Most of the farmers had only one outlet where they sold all of their major class. Only a small percentage selected among several outlets before selling. The data suggest that farmers probably give more personal attention to the matter of buying feeder livestock than to selling livestock.

The percentage of farmers selecting among two or more sources before buying was greater for feeder pigs than for feeder cattle. Farmers apparently look around more before buying feeder pigs than they do before buying feeder cattle. This greater amount of shopping may be due to the fact that feeder pig markets are not as common and well organized as feeder cattle markets.

TABLE VIII—10
Source from Which Farmers Obtained Their Major Classes of Feeder Livestock Where Only One Source Generally Was Used and Advantages Given For the Source, By Species of Livestock Purchased, North Central States, 1956

Advantages	Terminal	Auction	Local Market	Dealer	Other Farmer	Other	Don't Know	Total
	Number of Times Listed							
CATTLE								
Easy to find the desired kind or quality	46	125	12	46	21	6	2	258
Better quality	10	16	2	20	16	9	1	74
Low or no buying costs	4	25	4	11	12	1	1	58
Locally purchased livestock does better	1	12	4	4	11	...	...	32
Avoid haggling over price	1	13	...	1	5	1	...	21
Less disease	3	9	...	6	36	3	...	57
Professional help	15	3	2	14	1	3	...	38
More convenient	22	112	4	28	20	1	...	187
Lower price	4	6	3	6	2	1	...	22
Other	9	20	7	26	8	6	...	76
Not given	13	51	8	20	15	3	2	112
Total	128	392	46	182	147	34	6	935
PIGS								
Easy to find the desired kind or quality	4	102	6	10	35	1	1	159
Better quality	1	10	1	4	27	2	...	45
Low or no buying costs	1	9	...	2	32	1	...	45
Locally purchased livestock does better	...	12	2	1	29	...	...	44
Avoid haggling over price	1	6	...	...	4	...	...	11
Less disease	...	10	...	7	82	1	1	101
Professional help	2	2	...	3	...	1	...	8
More convenient	3	66	1	12	31	...	...	113
Lower price	2	7	...	4	9	...	...	22
Other	...	19	2	7	21	...	...	49
Not given	2	57	4	8	38	...	4	113
Total	16	300	16	58	308	6	6	710
LAMBS								
Easy to find the desired kind or quality	5	7	1	4	2	...	...	19
Better quality	...	...	1	4	...	...	...	5
Low or no buying costs	...	...	...	...	...	1	...	1
Locally purchased livestock does better	...	1	...	...	1	...	...	2
Avoid haggling over price	...	...	...	...	...	...	...	...
Less disease	...	...	1	...	3	...	...	4
Professional help	3	1	1	1	...	1	...	7
More convenient	2	3	...	1	2	1	...	9
Lower price	...	...	...	...	1	...	...	1
Other	1	1	...	3	...	1	...	6
Not given	2	3	...	3	3	...	2	14
Total	13	16	4	16	12	4	2	68

Sources Selected

In the East North Central States dealers were the sources most frequently listed by farmers who used only one source to purchase feeder cattle. Auctions ranked second, and other farmers and terminals ranked third and fourth, respectively. In the West North Central States, auctions ranked first, accounting for well over half of the outlets listed.

For feeder pigs, other farmers ranked first and auctions second in the East North Central States. In the West North Central States, auctions ranked first and other farmers second. Other types of sources accounted for only a small part of the total in both parts.

In the case of feeder lambs, auctions, dealers, terminals and other farmers, each accounted for about one-fifth of the outlets listed.

Reasons for Selection of Sources Where Only One Was Used

Among farmers who purchased their major class of feeder animals from one outlet, ease in finding the desired kind or quality of the animals was most commonly mentioned for all three species. This was interpreted to mean the quality the farmer desired, and not necessarily a high grade or quality. In addition, many farmers specifically stated that "better quality" was the reason they obtained feeder livestock from a particular source. Only a very small number of farmers cited lower prices as the reason for selection of the source used.

Convenience was more frequently given as the reason for selection of a particular outlet for the second most important class than for the most important class of feeder livestock purchased. However, ease in finding the desired kind or quality was mentioned slighuly more often than convenience. Less disease was frequently mentioned as the reason for selecting a particular source when purchasing hogs.

The most significant aspect of the distribution of reasons farmers gave for selection of various sources was the large proportion who gave less disease as the reason for buying directly from other farmers. Approximately half of the farmers buying feeder cattle directly from other farmers gave less disease as the reason. Ease in finding desired quality, better quality, and convenience and lower costs accounted for most of the other reasons given for buying directly from another farmer, (Table VIII–10).

For feeder pigs, over 60 percent of the farmers buying only directly from other farmers gave less disease as their reason. Ease in finding desired quality, better quality and convenience and lower costs accounted for a large part of the other reasons given.

Among farmers who listed auctions as the only source, ease in finding the desired quality and convenience were the reasons most frequently given for all three species.

Dealers or local markets as a single source were listed frequently only in the East North Central States for feeder cattle. Ease in finding the desired quality and convenience ranked in that order as the reasons given most frequently. Better quality also accounted for a large percentage of reasons given for buying from dealers.

Only a few farmers listed terminals as their source of feeder pigs. Among farmers who listed terminals as their source for feeder cattle and lambs, ease in finding the desired quality was the most common reason. However, convenience, professional help and better quality each accounted for a substantial part of the total number of reasons given for using terminals as the single source.

Sources Used by Farmers Who Chose Among Two or More Sources

Among farmers who chose two or more sources when buying feeder cattle, auctions were most frequently given as one of the sources, other farmers ranked second, dealers ranked third, and terminals fourth. In the case of feeder pigs, other farmers accounted for approximately half of the sources listed by farmers who chose among two or more sources before buying. Auctions ranked second and dealers third.

The pattern of reasons listed for going to various types of sources were similar for farmers who used one source and those who used more than one. Less disease was the major reason for buying directly from other farmers. In addition, ease in obtaining the desired kind or quality, lower or no handling costs, better quality, local livestock does better, and convenience all were frequently given as reasons for buying directly from other farmers, (Table VIII–11).

Ease in finding the desired kind or quality, convenience, and lower procurement costs were the most frequent stated reasons for including auctions among the source from which the farmer chose. For dealers and local markets, convenience and ease in finding the desired quality were most frequently given as reasons. Better quality also ranked high as one of the reasons given. For terminals the main reasons given were ease in finding the desired quality, professional help and convenience.

C. SOME OTHER FACTORS AFFECTING MARKET CHOICES MADE BY FARMERS

The advantages farmers saw for different types of outlets and sources appeared to be the major factors in making choices. However, a number of other factors also appeared to influence farmers. Among these was the amount of farm visiting done by buyers, sellers, or market representatives, as well as unfavorable opinions farmers held concerning alternative outlets or sources. Many of the farmers interviewed had constructive suggestions to offer for livestock marketing improvements.

TABLE VIII–11
Sources of Feeder Livestock Listed by Farmers Who Chose Among Several Before Purchasing Each Lot, and Advantages Given for Each Type of Source, By Species of Feeder Livestock Purchased, North Central States, 1956

Advantages	Terminal	Auction	Local Market	Dealer	Other Farmer	Other	Don't Know	Total
	Number of Times Listed							
	CATTLE AND CALVES							
Easy to find the desired kind or quality	68	169	20	43	59	10	6	375
Better quality	14	40	3	21	42	11	5	136
Low or no buying costs	8	73	14	13	55	...	8	171
Locally purchased livestock does better	1	26	8	10	52	...	14	111
Avoid haggling over price	6	21	5	7	5	...	1	45
Less disease	11	22	6	12	102	2	5	160
Professional help	26	5	1	8	3	6	1	50
More convenient	26	102	11	37	43	9	8	236
Lower price	4	16	3	6	9	2	1	41
Delivery service	1	1	1	...	...	...	...	3
Easier to get uniform group	2	14	1	1	14	7	17	56
The only available local source	1	4	...	...	...	...	1	6
Other	16	32	4	23	22	7	2	106
No answer or doesn't know	78	233	25	127	74	28	687	1,252
Total	262	758	102	308	480	82	756	2,748
	PIGS							
Easy to find the desired kind or quality	9	89	3	21	60	4	1	187
Better quality	...	18	1	6	58	...	...	83
Low or no buying costs	3	23	4	11	47	3	2	93
Locally purchased livestock does better	...	18	3	7	50	...	21	99
Avoid haggling over price	2	14	1	4	4	...	...	24
Less disease	2	11	2	4	136	2	4	161
Professional help	2	1	1	3	...	...	...	8
More convenient	2	59	8	31	39	2	2	143
Lower price	...	8	...	3	10	1	1	23
Delivery service	...	...	...	...	...	...	...	...
Easier to get uniform group	...	1	2	1	...	...	...	4
The only available local source	...	1	...	...	...	...	...	1
Other	1	18	1	8	33	...	2	63
No answer or doesn't know	5	119	6	43	79	8	501	761
Total	26	380	32	142	516	20	534	1,650
	LAMBS							
Easy to find the desired kind or quality	1	8	2	3	1	...	...	15
Better quality	1	3	1	1	2	1	...	9
Low or no buying costs	...	...	1	...	3	...	...	4
Locally purchased livestock does better	...	...	:	...	4	...	...	4
Avoid haggling over price	...	2	...	...	...	...	...	2
Less disease	...	...	...	...	7	...	...	7
Professional help	...	...	...	2	...	...	...	2
More convenient	1	7	3	2	4	...	...	17
Lower price	...	2	1	...	1	...	...	4
Delivery service	...	...	...	...	...	...	...	...
Easier to get uniform group	...	...	...	...	...	...	...	...
The only available local source	...	...	...	...	...	...	...	...
Other	1	2	...	1	...	...	...	4
No answer or doesn't know	4	10	6	3	6	1	16	46
Total	8	34	14	12	28	2	16	114

Visiting Practices of Various Types of Marketing Agencies

Only a relatively small percentage of the farmers selling livestock in 1956 received visits from any type of marketing agency. The percentage reporting visits was somewhat higher in the West North Central states than in the East North Central states. In both areas a larger number of farmers reported they received no visits from marketing agencies but would like to have visits.

For cattle and calves, dealers and terminal markets representatives did most of the visiting on farms. In the East North Central states, dealers visited over 50 percent of the farmers reporting visits in 1956. Terminals visited about one-fourth. "Others" (local markets and packers mainly) ranked next with auctions representatives doing the least visiting. In the West North Central states, terminal markets representatives visited over 50 percent of the farms visited. Dealers visited 46 percent and auction representatives visited 28 percent.[1] Visits by "other market representatives" were less frequent in the western states compared with the eastern states.

The number of farmers who reported they sold hogs and pigs was much smaller than the number who reported sales of cattle and calves. Fewer visits were made to farms to discuss the marketing of hogs. In the East North Central states, for hogs, visits by dealers, "other market representatives," and terminal representatives were the types of visits most frequently reported. Number of farmers reporting visits from two or more marketing agencies was much smaller for hogs than for cattle. In the West North Central states, most of the visits were made by dealers or terminal representatives. Again visits to hog producers by two or more agencies were less frequently reported than for cattle and calves.

Terminals and dealers were the most frequently listed marketing agencies visiting sheep producers. The number of farmers reporting visits by more than one type of market agency was small.

For all three species, a large percentage of the farmers selling that species did not receive visits from market agencies, but indicated that they would like to have a representative of market agencies visit them. In addition to the large number of farmers not visited but desiring visits, there were about as many more who received no visits and were indifferent about visiting. These two groups make up a large number of farmers who could be assisted by marketing agencies on their marketing. They also probably make up a large potential for shifting in outlets used if contacts were made and assistance were provided by marketing agencies. Data indicate that farmers do seek and take advice of market representatives and others in selection of time and place for selling livestock, (Table VIII–22).

Criticism of Specific Types of Outlets

Farmers interviewed were asked to list their major criticism of each type of outlet. The results were expected to be of use to marketing agencies in pin-pointing the factors which need to be stressed in improving marketing services and in attracting farmers, buyers, and sellers.

For each type of outlet, there was a large number of farmers who said they were "not familiar with the type of outlet." Not

[1]The total percent of visits adds up to more than 100 percent of the farmers visited since many were visited by two or more types of market agencies.

familiar was taken to mean that the farmer had never tried the type of outlet and never seriously investigated the possibility of its use. Numbers not familiar with the type of outlet were lowest for auction and dealers. The largest numbers of answers of "not familiar with this type of outlet" were given for local markets and packers, (Table VIII—12). For each type of outlet, there also were many farmers who said they were familiar with the outlet but had no criticism.

The most frequently given criticisms were "prices are too variable," "collusion among buyers and/or sellers," "marketing costs are too high for services rendered," "too few buyers," "suspicion of weights," "unsanitary conditions," etc., (Table VIII—12).

The results of the interviews showed significantly different patterns of answers for different types of outlets. Dealers, local markets and packers were criticized mainly for variable or low prices and to some extent for weights. Criticisms farmers had of weighing was directed more at dealers than other types of outlets. The major criticism of terminal markets was high costs. Auctions were criticized mainly for unsanitary conditions, by-bidding, collusion among buyers and/or sellers, too few buyers and prices too variable.

TABLE VIII—12

Criticisms of Specific Types of Outlets, by Types of Outlets
North Central States, 1956

Criticism	Packers	Auctions	Dealers	Local Markets	Terminal	Total
	Number of Times Listed					
Marketing costs are too high for services rendered	53	157	51	36	460	757
Collusion among buyers and/or sellers	135	293	49	17	192	686
Commission firms don't give good sorting and selling service on small lots	56	55	16	27	174	328
Suspicion of weight	86	94	143	38	56	417
Unsanitary conditions	9	324	72	27	24	456
Traffic congestions getting to and from market	4	15	1	.....	24	44
Rough handling of livestock	15	64	6	7	50	142
Prices are too variable	271	206	232	88	174	971
Two few buyers	194	226	72	51	107	650
Auctioneer not working lot enough	2	67	.....	1	19	89
Poor facilities	12	30	20	8	24	94
By-bidding	3	325	16	3	6	353
Operator or auction employees selling in own ring	3	114	2	5	4	128
Grading too close or two tough	62	10	15	32	34	153
Doesn't like method of sale used	14	36	17	3	10	80
Only poor quality livestock sold there	3	37	9	.....	3	52
Prices too low	113	15	212	25	29	394
I have to pay for feed my livestock don't get.	.....	2	.....	.....	31	33
Too little premium for quality	28	7	4	4	8	51
Livestock handled too slowly	4	11	.....	1	22	38
Too far to ship	1	3	1	5	27	37
Other	206	246	230	53	148	888
Familiar with this type of outlets but no criticism	2,947	3,011	3,429	2,326	3,246	14,959
Not familiar with this type of outlet	1,746	740	1,242	2,207	1,207	7,142
No answer or doesn't know	472	351	605	861	360	2,649
Total	6,439	6,439	6,444	5,830	6,439	31,591

Suggestions Made by Farmers for Improving Livestock Marketing

Farmers offered a wide variety of suggestions for improving livestock marketing. Most of these were price or price related. The most common answers were more stable prices (201) and higher prices (196). The need for more government graders and grading or just more grading was listed by 135 farmers. Only 34 farmers suggested less strict grading.

The need for more or better buyers was mentioned by over 105 farmers, only a few farmers (27) wanted the government to help stabilize livestock production although 337 farmers indicated they felt the need of more seasonal or cyclical control of number marketed. More nearby markets or more terminal markets were listed by 120 farmers, (Table VIII–24).

TABLE VIII–13

Number of Farmers Who Chose Various Types of Outlets for Their Major Class of Livestock Where only one was used, East North Central and West North Central, 1956

Class	Terminal	Local Market	Local Auction	Dealer	Packer	Farmer	Other	Don't Know	Total
		East North Central States							
Slaughter Hogs	376	258	163	29	223	1	32	3	1,085
Slaughter Steers and Heifers	185	20	79	10	30	3	7	...	334
Slaughter Lambs	38	6	31	4	1	...	8	...	88
Feeder Pigs	3	1	16	10	1	19	1	...	51
Feeder Cattle and Calves	30	5	31	3	...	12	4	1	86
Feeder Lambs	8	...	1	3	...	2	...	...	14
Breeding Hogs	1	...	...	1	...	2	...	...	4
Breeding Sheep	...	...	...	...	...	1	...	...	1
Breeding Cattle	7	2	10	9	1	26	4	...	59
Veal Calves	129	32	179	30	33	3	10	...	416
Cull Cows	133	18	123	60	25	1	50	...	410
Total	910	342	633	159	314	70	116	4	2,548
		West North Central States							
Slaughter Hogs	437	12	22	33	142	...	...	3	649
Slaughter Steers and Heifers	331	3	35	4	18	...	3	8	402
Slaughter Lambs	40	...	5	2	12	1	...	1	61
Feeder Pigs	2	...	7	19	...	5	11	...	44
Feeder Cattle and Calves	202	12	257	30	9	15	17	3	545
Feeder Lambs	14	...	3	1	2	...	...	...	20
Breeding Hogs	1	...	2	...	...	4	1	...	8
Breeding Sheep	1	...	...	...	...	...	...	...	1
Breeding Cattle	26	...	17	4	1	21	...	...	69
Veal Calves	65	...	20	3	5	...	...	1	94
Cull Cows	122	...	16	5	3	...	...	2	148
Total	1,241	27	384	101	192	46	32	18	2,041

TABLE VIII–14

Number of Farmers Who Chose Various Types of Outlets for Their Second Most Important Class of Livestock Where only one was Used, East North Central and West North Central States, 1956

Class	Terminal	Local Market	Local Auction	Dealer	Packer	Farmer	Other	Don't Know	Total
			East North Central States						
Slaughter Hogs	108	40	68	5	49	3	2	..	275
Slaughter Steers and Heifers	170	18	80	5	13	3	5	2	296
Slaughter Lambs	28	8	40	...	6	...	9	...	91
Feeder Pigs	3	1	19	10	1	16	...	...	50
Feeder Cattle and Calves	24	5	21	4	2	4	2	...	62
Feeder Lambs	14	2	6	...	...	2	...	...	24
Breeding Hogs	3	1	...	1	1	2	...	..	8
Breeding Sheep	4	...	4	...	...	2	...	1	11
Breeding Cattle	19	2	3	2	2	17	2	...	47
Veal Calves	165	65	269	86	60	14	87	2	748
Cull Cows	180	35	216	42	49	1	12	3	538
Total	718	177	726	155	183	64	119	8	2,150
			West North Central States						
Slaughter Hogs	209	17	44	7	102	1	...	1	381
Slaughter Steers and Heifers	225	1	19	3	11	4	4	2	269
Slaughter Lambs	42	...	4	1	8	...	...	...	55
Feeder Pigs	3	4	16	14	2	7	4	2	52
Feeder Cattle and Calves	96	3	52	9	5	3	6	2	176
Feeder Lambs	17	...	4	1	2	2	...	...	26
Breeding Hogs	3	1	1	...	...	1	...	...	6
Breeding Sheep	4	...	1	...	1	1	...	...	7
Breeding Cattle	34	...	53	8	4	13	...	1	113
Veal Calves	145	4	50	13	11	5	1	3	232
Cull Cows	334	8	123	12	28	2	...	2	509
Total	1,112	38	367	68	174	39	15	13	1,826

TABLE VIII–15

First and Second Advantages of Principal Types of Market Outlets As Listed by Farmers Who Use One Outlet, by Type of Livestock Sold and by Outlet Used, East North Central States, 1956
(Number of Times each Advantage was Listed)
Most Important Class of livestock sold

Advantages	Terminal		Local Market		Local Auction		Dealer		Packer		Farmer		Other		Don't Know		Total	
	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd
CULL COWS AND VEAL CALVES																		
Higher price	118	27	8	5	66	20	23	7	12	5	2	...	17	7	...	...	246	71
Lower costs	1	6	4	8	6	13	2	15	6	15	...	...	...	2	...	...	19	59
Higher net return	13	23	1	1	7	11	2	3	3	4	...	...	3	1	...	...	29	43
Can watch sale	...	..	...	...	1	14	1	...	...	2	...	...	...	...	...	...	2	16
Can get a premium for quality	1	2	...	...	...	...	...	3	1	...	...	...	...	...	...	...	2	5
Broader Market	30	35	...	1	20	12	...	...	..	2	...	...	...	1	...	...	50	51
Can get price quotation and sell the same day	2	1	3	2	.	1	5	10	1	2	..	...	...	1	...	..	11	17
More convenient or low transportation costs	52	34	30	10	165	52	46	10	29	9	2	...	29	10	...	...	353	125
Money received immediately	2	5	...	1	2	7	2	6	...	2	...	...	...	...	...	...	6	21
Less shrink	...	...	...	...	2	1	...	...	2	1	...	...	...	...	...	...	4	2
Other	40	30	4	2	31	33	8	6	4	5	...	1	11	8	...	...	98	85
No answer or doesn't know	3	99	...	20	2	138	1	30	...	11	...	3	...	30	...	...	6	331
Total	262	262	50	50	302	302	90	90	58	58	4	4	60	60	...	...	826	826
OTHER LIVESTOCK																		
Higher price	265	86	67	19	70	41	16	10	70	22	23	1	20	11	...	...	531	190
Lower costs	1	18	16	23	7	9	2	8	15	48	2	5	2	11	...	...	45	122
Higher net return	33	55	22	21	9	16	4	4	10	19	6	5	2	4	...	...	86	124
Can watch sale	5	22	2	8	7	17	...	3	...	5	...	...	...	2	...	...	14	57
Can get a premium for quality	11	27	13	5	5	4	1	...	8	12	3	2	3	4	...	...	44	54
Broader Market	94	120	4	5	32	30	1	1	3	...	2	2	1	1	...	1	137	160
Can get price quotation and sell the same day	7	15	15	26	5	5	8	2	22	17	2	1	7	3	...	1	66	70
More convenient or low transportation costs	111	68	106	78	152	42	23	11	100	62	17	10	9	9	...	...	518	280
Money received immediately	3	14	2	3	1	12	...	1	1	4	1	...	...	2	...	...	8	36
Less shrink	1	9	4	14	3	5	.	3	3	9	...	...	...	1	1	...	12	41
Other	110	74	37	27	38	32	14	11	24	21	7	8	13	3	1	1	244	177
No answer or doesn't know	6	139	1	60	2	118	...	15	...	37	3	32	...	6	1	...	13	407
Total	647	647	289	289	331	331	69	69	256	256	66	66	57	57	3	3	1,718	1,718

TABLE VIII—16

First and Second Advantages of Principal Types of Market Outlets As Listed by Farmers Who Use One Outlet, by Type of Livestock Sold and by Outlet Used, West North Central States, 1956
(Number of Times each Advantage was Listed)
Most Important Class of livestock sold

Advantages	Terminal		Local Market		Local Auction		Dealer		Packer		Farmer		Other		Don't Know		Total	
	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd
CULL COWS AND VEAL CALVES																		
Higher price	64	28	...	...	5	1	...	...	2	1	...	...	...	...	2	..	73	30
Lower Costs	1	2	...	...	2	2	...	...	...	2	...	...	...	...	...	1	3	7
Higher net return	18	18	...	..	4	2	3	...	...	...	...	...	...	...	...	..	25	20
Can watch sale	1	1	...	...	1	5	...	...	...	...	...	...	...	...	...	...	2	6
Can get a premium for quality	2	6	...	...	...	...	...	...	...	2	...	...	...	...	...	...	2	8
Broader Market	32	41	...	...	...	3	...	...	1	...	...	...	...	...	1	1	34	45
Can get price quotation and sell the same day	2	3	...	...	...	...	1	2	...	...	...	...	...	...	...	...	3	5
More convenient or low transportation costs	54	29	...	...	22	5	2	1	3	1	...	...	...	...	...	...	81	36
Money received immediately	...	5	...	...	...	3	...	...	1	1	...	...	...	...	...	..	1	9
Less shrink	...	...	...	...	...	...	...	...	1	...	...	...	...	...	...	...	1	...
Other	12	2	...	...	2	1	1	...	...	...	...	...	...	...	...	1	15	4
No answer or doesn't know	1	52	...	...	...	14	...	4	...	1	...	...	...	...	...	...	1	71
Total	187	187	...	...	36	36	7	7	8	8	...	...	...	...	3	3	241	241
OTHER LIVESTOCK																		
Higher price	355	159	3	1	55	29	13	3	26	17	15	3	16	2	2	1	485	215
Lower costs	15	32	4	...	9	11	14	8	14	13	6	2	...	1	...	1	62	68
Higher net return	98	153	2	2	41	31	13	7	21	29	5	5	6	4	...	...	186	231
Can watch sale	3	27	...	...	15	31	3	1	3	8	...	1	1	1	...	...	25	69
Can get a premium for quality	31	68	...	..	5	9	...	3	12	9	7	3	2	12	...	...	57	104
Broader Market	308	180	...	2	42	27	3	2	3	1	...	...	2	3	1	1	359	216
Can get price quotation and sell the same day	16	21	3	3	8	6	13	11	29	18	...	4	1	...	...	...	70	63
More convenient or low transportation costs	133	86	10	9	137	104	24	24	59	43	6	11	...	3	4	1	373	281
Money received immediately	5	14	2	2	2	11	3	9	2	13	1	3	...	1	...	...	15	53
Less shrink	3	10	...	1	11	12	2	3	...	2	1	..	1	...	...	...	18	28
Other	71	53	2	1	21	21	6	4	14	6	4	2	2	1	5	1	125	89
No answer or doesn't know	16	251	...	5	2	56	...	19	1	25	1	12	...	3	3	10	23	381
Total	1,054	1,054	26	26	348	348	94	94	184	184	46	46	31	31	15	15	1,798	1,798

TABLE VIII—17

First and Second Advantages of Principal Types of Market Outlets As Listed by Farmers Who Use One Outlet, by Type of Livestock Sold and by Outlet Used, East North Central States, 1956
(Number of Times each Advantage was Listed)
Second Most Important Class of Livestock Sold

Advantages	Terminal		Local Market		Local Auction		Dealer		Packer		Farmer		Other		Don't Know		Total	
	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd
CULL COWS AND VEAL CALVES																		
Higher price	173	37	35	12	105	48	36	14	27	9	1	1	42	15	3	...	422	136
Lower costs	2	4	3	13	3	13	3	30	3	32	1	2	...	19	...	1	15	114
Higher net return	14	57	1	3	13	26	3	3	...	7	. .	...	5	2	...	1	36	99
Can watch sale	1	3	...	4	6	18	2	2	...	2	...	...	...	1	...	...	9	30
Can get a premium for quality	...	3	...	...	1	. .	2	11	2	1	4	2	...	1	...	...	9	18
Broader market	37	49	2	2	42	29	...	1	1	1	...	...	...	1	...	...	82	83
Can get price quotation and sell the same day	4	3	...	1	3	3	2	6	...	. .	...	. .	. .	.	...	. .	9	13
More convenient or low transportation costs	69	53	51	26	261	72	69	15	68	21	8	5	37	27	1	...	564	219
Money received immediately	...	8	2	2	2	9	2	8	...	1	1	1	1	...	...	...	8	29
Less shrink	1	3	...	3	4	5	...	...	. .	2	...	. .	. .	...	...	...	5	13
Other	43	28	7	5	40	40	8	7	8	9	...	...	14	9	1	...	121	98
No answer or doesn't know	1	97	1	31	4	221	...	30	...	24	. .	4	. .	24	. .	3	6	434
Total	345	345	102	102	484	484	127	127	109	109	15	15	99	99	5	5	1,286	1,286
OTHER LIVESTOCK																		
Higher price	138	50	22	6	58	27	4	1	20	3	22	1	7	3	1	...	272	91
Lower costs	2	7	2	7	5	11	1	4	2	17	3	7	2	1	...	..	17	54
Higher net return	18	30	4	8	8	12	1	2	2	9	2	3	. .	2	. .		35	66
Can watch sale	3	8	..	...	7	18	..	1	...	...	. .	...	...	1	. .	...	10	28
Can get premium for quality	4	15	1	2	...	...	2	2	...	1	4	3	1	1	...	1	13	24
Broader market	61	74	1	5	21	18	...	2	1	1	. .	1	1	1	...	...	85	102
Can get price quotation and sell the same day	4	4	3	7	2	4	2	. .	8	3	. .	.	. .	...	. .	...	19	18
More convenient or low transportation costs	63	37	29	13	110	39	13	3	28	12	11	3	2	1	1	. .	257	108
Money received immediately	3	8	...	2	1	8	1	1	1	5	...	2	1	...	...	...	7	26
Less shrink	4	10	1	1	1	3	...	...	...	3	1	...	1	...	. .	..	8	17
Other	68	41	9	8	26	26	2	...	12	7	1	4	5	3	. .	1	123	90
No answer or doesn't know	3	87	1	14	2	75	1	11	...	13	5	25	...	7	...	2	12	234
Total	371	371	73	73	241	241	27	27	74	74	49	49	20	20	3	3	858	858

TABLE VIII—18

First and Second Advantages of Principal Types of Market Outlets As Listed by Farmers Who Use One Outlet, by Type of Livestock Sold and by Outlet Used, West North Central States, 1956
(Number of Times each Advantage was Listed)
Second Most Important Class of Livestock Sold

Advantages	Terminal		Local Market		Local Auction		Dealer		Packer		Farmer		Other		Don't Know		Total	
	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd	1st	2nd
CULL COWS AND VEAL CALVES																		
Higher price	171	70	4	1	14	12	4	1	7	...	5	...	1	...	...	...	206	84
Lower costs	1	10	...	1	8	4	3	1	1	3	...	2	...	...	1	...	14	21
Higher net return	44	69	1	...	7	18	2	1	4	4	...	1	...	...	...	1	58	94
Can watch sale	...	7	1	...	15	10	...	2	...	1	...	...	...	1	...	...	16	21
Can get a premium for quality	2	1	1	...	...	...	4	4	...	...	...	...	...	...	...	1	7	6
Broader market	129	102	1	2	15	17	...	1	...	...	...	...	...	...	1	...	146	122
Can get price quotation and sell the same day	3	8	...	1	1	6	...	...	3	4	...	...	...	...	...	...	7	19
More convenient or low transportation costs	90	55	4	5	99	33	10	3	13	6	2	1	...	...	2	...	220	103
Money received immediately	2	7	...	...	1	11	...	4	...	5	...	1	...	...	...	...	3	28
Less shrink	26	10	...	...	6	6	1	...	9	2	...	...	...	...	...	1	42	19
Other	...	1	...	...	4	2	...	...	1	2	...	...	...	...	...	...	5	5
No answer or doesn't know	11	139	...	2	3	54	1	8	1	12	...	2	...	...	1	2	17	219
Total	479	479	12	12	173	173	25	25	39	39	7	7	1	1	5	5	741	741
OTHER LIVESTOCK																		
Higher price	235	95	4	...	27	15	8	3	14	6	11	2	8	...	1	...	308	121
Lower costs	7	18	2	2	2	12	1	1	12	12	1	...	...	3	1	...	26	48
Higher net return	59	96	4	2	22	20	2	1	33	16	2	4	1	4	1	1	124	144
Can watch sale	4	13	...	2	11	28	3	2	2	4	...	...	...	...	...	...	20	49
Can get a premium for quality	3	11	1	1	3	4	14	8	9	14	7	9	2	2	2	...	41	49
Broader Market	164	123	...	...	17	14	2	...	3	2	...	...	...	3	...	1	186	143
Can get price quotation and sell the same day	12	15	2	2	6	4	2	4	7	12	...	1	...	...	...	...	29	38
More convenient or low transportation costs	83	57	10	6	92	47	8	11	35	26	6	8	2	1	...	2	236	158
Money received immediately	...	8	1	4	...	4	1	2	1	10	...	2	...	...	...	1	3	31
Less shrink	50	34	2	...	7	11	2	3	12	4	4	...	1	...	...	...	78	52
Other	2	2	...	2	3	3	...	2	6	4	1	1	...	...	...	...	12	14
No answer or doesn't know	14	161	...	5	4	32	...	6	1	25	...	5	...	1	3	3	22	238
Total	633	633	26	26	194	194	43	43	135	135	32	32	14	14	8	8	1,085	1;085

TABLE VIII—19

Market Types Included in Those Which Farmer Chose Among Where no One Market Received Most of that Class of Livestock, by Class of Livestock, East North Central States

(Number of times type of market was listed)

Class of Livestock	Terminal	Local Market	Local Auction	Dealer	Packer	Farmer	Other	Don't Know	Total
FARMER'S MOST IMPORTANT CLASS OF LIVESTOCK									
Slaughter Hogs	150	147	116	33	121	4	21	212	804
Slaughter Steers and Heifers	77	19	88	32	41	14	7	85	363
Slaughter Lambs	8	3	10	1	2	1	1	7	33
Feeder Pigs	1	2	12	12	..	26	2	35	90
Feeder Cattle and Calves	14	7	25	8	3	16	..	32	105
Feeder Lambs	1	1	4	..	..	2	1	3	12
Breeding Hogs	...	1	..	1	..	2	1	1	6
Breeding Sheep	...	...	1	.	.	2	..	..	3
Breeding or Herd Cattle	2	..	8	14	1	24	8	36	93
Cull Cows	28	11	71	40	12	3	9	72	246
Veal Calves	16	11	74	22	4	11	7	53	198
Total	297	202	409	163	184	105	57	536	1,953
FARMER'S SECOND MOST IMPORTANT CLASS OF LIVESTOCK									
Slaughter Hogs	39	23	31	4	26	4	4	61	192
Slaughter Steers and Heifers	49	8	56	18	31	3	8	67	240
Slaughter Lambs	7	6	19	1	3	2	...	13	51
Feeder Pigs	...	3	8	10	1	22	...	22	66
Feeder Cattle and Calves	6	3	7	5	3	6	...	15	45
Feeder Lambs	2	...	1	1	...	...	...	5	9
Breeding Hogs	1	...	...	...	...	9	...	5	15
Breeding Sheep	1	4	5	...	...	3	..	2	15
Breeding or Herd Cattle	16	4	10	10	6	27	5	36	114
Cull Cows	35	9	78	32	20	5	5	62	246
Veal Calves	27	15	87	31	13	20	5	78	276
Total	183	75	302	112	103	101	27	366	1,269

TABLE VIII—20

Market Types Included in Those Which Farmer Chose Among Where no One Market Received Most of that Class of Livestock, by Class of Livestock, West North Central States

(Nufnber of times type of market was listed)

Class of Livestock	Terminal	Local Market	Local Auction	Dealer	Packer	Farmer	Other	Don't Know	Total
FARMER'S MOST IMPORTANT CLASS OF LIVESTOCK									
Slaughter Hogs	103	14	52	30	88	6	1	123	417
Slaughter Steers and Heifers	125	11	61	17	43	7	5	87	356
Slaughter Lambs	16	...	6	1	8	1	...	13	45
Feeder Pigs	2	...	10	8	1	13	3	11	48
Feeder Cattle and Calves	137	19	183	62	15	37	7	140	600
Feeder Lambs	11	...	5	5	7	1	...	7	36
Breeding Hogs	...	...	2	...	...	...	..	1	3
Breeding Sheep	...	...	...	...	...	...	...	...	...
Breeding or Herd Cattle	12	4	16	11	3	37	8	56	147
Cull Cows	14	2	12	9	3	6	1	19	66
Veal Calves	9	1	10	3	2	2	...	9	36
Total	429	51	357	146	170	110	25	466	1,754
FARMER'S SECOND MOST IMPORTANT CLASS OF LIVESTOCK									
Slaughter Hogs	54	8	49	12	55	1	2	92	273
Slaughter Steers and Heifers	38	7	23	8	10	5	1	43	135
Slaughter Lambs	10	...	6	1	4	...	...	15	36
Feeder Pigs	2	1	6	3	1	4	...	10	27
Feeder Cattle and Calves	24	1	38	15	8	11	1	46	144
Feeder Lambs	7	1	6	2	1	1	...	12	30
Breeding Hogs	1	1	3	4	...	...	...	3	12
Breeding Sheep	1	...	3	3	...	6	. .	8	21
Breeding or Herd Cattle	9	...	11	12	2	24	6	32	96
Cull Cows	74	14	94	22	19	3	2	84	312
Veal Calves	18	1	19	6	8	10	...	28	90
Total	238	34	258	88	108	65	12	373	1,176

TABLE VIII–21

Advantages Listed for Different Types of Outlets Where Farmers Chose Among Several Outlets Before Sale, Most Important Class of Livestock Sold, East North Central and West North Central States, 1956

Advantage	Terminal	Local Market	Auction	Dealer	Packer	Farmer	Other	Total
EAST NORTH CENTRAL STATES								
Cull Cows and Veal Calves								
Higher price	18	5	31	6	3	2	5	70
Higher Net return	5	1	3	7	...	...	4	20
Convenient	5	9	62	12	5	4	6	103
Less shrinkage	...	3	8	2	2	..	...	15
Lower transportation costs	1	...	13	4	5	...	...	23
Good buyer competition	6	1	22	...	2	...	2	33
Can see livestock sold	1	...	5	6	...	...	1	13
Can deal directly with buyer	...	1	1	17	1	1	2	23
Faster settlement	1	...	1	3	1	...	...	6
Expert selling service of commission firms	2	...	...	...	...	...	...	2
Lower selling costs	...	1	3	8	3	...	4	19
Can get appraisal or market advice	2	...	...	1	1	...	...	4
Livestock doesn't leave farm until sold	...	...	...	5	...	2	...	7
Easier to return livestock if not sold	...	...	2	...	2	...	...	4
Truck or transportation readily available to that market or outlet	2	...	6	...	...	...	...	8
Premium for quality	1	...	...	...	...	...	...	1
Know price before livestock is sold or before it leaves the farm	...	1	...	2	...	...	...	3
Other	13	3	31	13	1	3	6	70
No answer or doesn't know	31	19	102	38	6	6	12	214
Total	88	44	290	124	32	18	42	638
Other Livestock								
Higher price	111	35	39	19	24	32	15	275
Higher net return	40	17	14	17	21	12	3	124
Convenient	23	70	87	37	40	23	8	288
Less shrinkage	7	17	28	5	47	8	5	117
Lower transportation costs	15	31	56	18	24	8	3	155
Good buyer competition	65	9	41	7	6	...	5	133
Can see livestock sold	1	3	10	2	2	...	...	18
Can deal directly with buyer	...	3	1	11	23	12	2	52
Faster settlement	1	7	6	4	6	1	2	27
Expert selling service of commission firms	25	...	...	...	...	...	...	25
Lower selling costs	5	20	10	10	21	15	8	89
Can get appraisal or market advice	4	5	1	3	3	...	3	19
Livestock doesn't leave farm until sold	1	2	...	9	12	14	...	38
Easier to return livestock to farm if not sold	...	...	3	1	1	...	...	5
Truck or transportation readily available to that market or outlet	5	3	7	1	2	1	...	19
Premium for quality	1	4	1	...	8	...	1	15
Know price before livestock is sold or before it leaves the farm	1	4	...	1	...	3	1	10
Other	57	43	57	13	32	16	9	227
No answer or doesn't know	140	81	165	42	60	33	17	538
Total	502	354	526	200	332	178	82	2174

TABLE VIII—21 Continued

Advantages Listed for Different Types of Outlets Where Farmers Chose Among Several Outlets Before Sale, Most Important Class of Livestock Sold, East North Central and West North Central States, 1956

Advantage	Terminal	(Continued) Local Market	Auction	Dealer	Packer	Farmer	Other	Total
	WEST NORTH CENTRAL STATES							
	Cull Cows and Veal Calves							
Higher price	8	1	3	3	3	3	...	21
Higher net return	6	...	2	2	1	1	...	12
Convenient	2	2	8	8	2	5	...	27
Less shrinkage	1	...	1	...	1	...	...	3
Lower transportation costs	...	...	3	...	...	...	...	3
Good buyer competition	7	...	8	...	...	...	...	15
Can see livestock sold	1	...	1	...	...	...	...	2
Can deal directly with buyer	...	...	...	1	...	...	...	1
Faster settlement	1	...	...	...	...	...	...	1
Expert selling service of commission firms	...	1	...	3	1	...	...	5
Lower selling costs	...	...	...	1	...	...	...	1
Can get appraisal or market advice	...	...	1	1	...	...	...	2
Livestock doesn't leave farm until sold	...	...	1	...	...	2	...	3
Easier to return livestock to farm if not sold	...	1	1	...	...	...	...	2
Truck or transportation readily available to that market or outlet	...	...	...	...	...	...	...	..
Premium for quality	...	...	...	...	...	...	...	...
Know price before livestock is sold or before it leaves the farm	...	...	...	...	...	...	...	...
Other	1	...	2	...	...	...	...	3
No answer or doesn't know	19	1	13	5	2	5	4	49
Total	46	6	44	24	10	16	4	150
	Other Livestock							
Higher price	175	17	64	21	37	26	6	346
Higher net return	48	8	23	21	40	15	4	159
Convenient	46	24	111	34	36	15	4	270
Less shrinkage	15	7	42	26	31	23	4	148
Lower transportation costs	14	7	70	22	23	12	1	149
Good buyer competition	171	6	84	2	5	2	6	276
Can see livestock sold	6	1	6	14	4	1	...	32
Can deal directly with buyer	1	1	23	1	1	2	1	30
Faster settlement	60	1	2	3	1	...	...	67
Expert selling service of commission firms	6	5	9	32	11	43	5	111
Lower selling costs	4	5	12	13	30	18	3	85
Can get appraisal or market advice	8	2	4	4	1	...	...	19
Livestock doesn't leave farm until sold	2	...	2	22	6	32	1	65
Easier to return livestock to farm if not sold	5	4	23	3	2	...	...	37
Truck or transportation readily available to that market or outlet	3	...	2	...	1	1	...	7
Premium for quality	...	...	1	...	1	1	1	4
Know price before livestock is sold or before it leaves the farm	...	...	1	...	...	1	...	2
Other	49	2	28	9	22	3	5	118
No answer or doesn't know	223	10	191	49	66	35	11	585
Total	836	100	698	276	318	230	52	2510

TABLE VIII—22

Advantages Listed for Different Types of Outlets Where Farmers Chose Among Several Outlets Before Sale, Second Most Important Class of Livestock Sold, East, North Central and West North Central States, 1956

Advantage	Terminal	Local Market	Auction	Dealer	Packer	Farmer	Other	Total
	EAST NORTH CENTRAL STATES							
	Cull Cows and Veal Calves							
Higher price	25	5	33	7	8	8	4	90
Higher net return	10	...	4	6	4	2	2	28
Convenient	7	11	68	25	10	11	3	135
Less shrinkage	1	4	5	1	10	...	...	21
Lower transportation costs	3	6	21	10	2	4	...	46
Good buyer competition	15	...	24	...	2	...	...	41
Can see livestock sold	...	1	4	1	...	...	1	7
Can deal directly with buyer	2	1	...	14	2	4	...	23
Faster settlement	1	...	...	...	...	...	...	1
Expert selling service of commission firms	3	...	...	3	3	...	...	9
Lower selling costs	...	2	5	5	1	5	...	18
Can get appraisal or market advice	1	1	...	1	...	...	...	3
Livestock doesn't leave farm until sold	...	...	...	6	...	2	...	8
Easier to return livestock to farm if not sold	...	...	3	...	2	...	1	6
Truck or transportation readily available to that market or outlet	2	1	...	...	...	...	...	3
Premium for quality	1	...	...	...	...	...	...	1
Know price before livestock is sold or before it leaves the farm	...	...	...	...	1	...	...	1
Other	10	3	44	9	3	2	4	75
No answer or doesn't know	43	13	119	38	18	12	5	248
Total	124	48	330	126	66	50	20	764
	Other Livestock							
Higher price	40	10	22	7	16	37	9	141
Higher net return	20	4	7	3	6	6	1	47
Convenient	12	23	58	22	17	19	3	154
Less shrinkage	3	6	10	1	14	1	...	35
Lower transportation costs	3	8	21	6	5	10	1	54
Good buyer competition	45	1	23	2	4	2	1	78
Can see livestock sold	1	1	6	...	2	1	...	11
Can deal directly with buyer	...	2	4	11	6	18	2	43
Faster settlement	6	...	...	...	1	...	...	7
Expert selling service of commission firms	14	1	...	1	1	1	...	18
Lower selling costs	3	7	2	5	14	6	...	37
Can get appraisal or market advice	1	2	1	2	3	...	2	11
Livestock doesn't leave farm until sold	...	...	...	7	7	6	1	21
Easier to return livestock to farm if not sold	...	...	3	...	1	...	...	4
Truck or transportation readily available to that market or outlet	2	2	3	...	...	...	...	7
Premium for quality	...	1	1	...	2	...	...	4
Know price before livestock is sold or before it leaves the farm	...	2	1	1	1	...	...	5
Other	34	10	25	8	7	12	5	101
No answer or doesn't know	58	22	87	22	33	34	9	265
Total	242	102	274	98	140	153	34	1043

TABLE VIII—22 Continued

Advantages Listed for Different Types of Outlets Where Farmers Chose Among Several Outlets Before Sale, Second Most Important Class of Livestock Sold, East, North Central and West North Central States, 1956

Advantage	Terminal	Local Market	Auction	Dealer	Packer	Farmer	Other	Total
			WEST NORTH CENTRAL STATES					
			Cull Cows and Veal Calves					
Higher price	32	4	7	4	3	4	...	54
Higher net return	16	7	6	3	6	1	1	40
Convenient	10	6	36	11	6	4	...	73
Less shrinkage	...	2	17	4	4	1	...	28
Lower transportation costs	1	3	29	3	5	1	...	42
Good buyer competition	36	1	28	1	1	...	...	67
Can see livestock sold	1	1	7	...	1	...	2	12
Can deal directly with buyer	1	...	3	10	3	5	...	22
Faster settlement	...	...	...	...	...	...	...	...
Expert selling service of commission firms	13	...	...	2	..	...	...	15
Lower selling costs	...	...	7	2	4	2	...	15
Can get appraisal or market advice	1	1	1	...	2	...	...	5
Livestock doesn't leave farm until sold	...	...	...	4	...	5	1	10
Easier to return livestock to farm if not sold	...	...	5	...	...	...	...	5
Truck or transportation readily available to that market or outlet	3	...	2	...	...	...	...	5
Premium for quality	1	...	1	...	...	...	...	2
Know price before livestock is sold or before it leaves the farm	...	...	...	...	...	...	...	...
Other	13	...	8	1	3	...	...	25
No answer or doesn't know	56	5	69	11	16	3	...	160
Total	184	30	226	56	54	26	4	580
			Other Livestock					
High Price	73	6	41	11	23	23	2	179
Higher net return	20	4	9	8	13	5	3	62
Convenient	19	8	36	16	16	8	...	103
Less shrinkage	4	3	32	12	6	3	1	61
Lower transportation costs	3	3	32	14	15	4	1	72
Good buyer competition	61	...	44	1	5	1	1	113
Can see livestock sold	6	...	9	2	...	2	...	19
Can deal directly with buyer	1	1	3	16	7	22	1	51
Faster settlement	3	...	...	...	1	...	...	4
Expert selling service of commission firms	20	1	1	3	...	1	1	27
Lower selling costs	2	2	10	5	12	8	1	40
Can get appraisal or market advice	1	...	1	...	1	...	...	3
Livestock doesn't leave farm until sold	1	...	...	8	2	13	1	25
Easier to return livestock to farm if not sold	...	1	5	...	2	1	...	9
Truck or transportation readily available to that market or outlet	...	...	...	...	...	...	...	...
Premium for quality	1	...	1	...	...	...	...	2
Know price before livestock is sold or before it leaves the farm	...	...	...	...	1	1	...	2
Other	9	3	11	2	10	2	...	37
No answer or doesn't know	68	6	53	19	50	12	8	216
Total	292	38	288	117	164	106	20	1025

TABLE VIII–23

Number of Farmers Reporting Visits by Various Market Representatives and Number of Farmers Indicating Different Preferences Concerning Visits by Market Representatives Where None Visited the Farm, by Species of Livestock Available for Sale, East North Central and West North Central States, 1956

Visits	East North Central			West North Central		
	Cattle	Hogs	Sheep	Cattle	Hogs	Sheep
Visits from Terminal representative only	129	68	26	340	153	35
Visits from Auction representative only	32	14	13	92	32	5
Visits from Dealer only	343	123	20	249	129	30
Visits from Other Market representatives	137	98	12	40	32	4
Visits from Terminal and Auction representatives	16	4	1	65	7	5
Visits from Terminal representatives and dealers	25	16	4	68	15	4
Visits from Terminal and Other Market representatives	19	8	2	16	3	2
Visits from Auction and Dealer only	28	13	3	73	17	9
Visits from Auction and Other Market representatives	19	2	1	8	4	1
Visits from Dealer and Other Market representatives	82	18	2	40	15	2
Visits from Terminal and Auction representatives and Dealer	12	9	.....	37	4	2
Visits from Terminal and Auction and Market representatives	2	.....	.....	7	.....	.....
Visits from Terminal and Other Market representatives and Dealer	7	.....	1	7	.....	2
Visits from Auctions and Other Market representatives and Dealer	21	2	.....	12	7	.....
Visits from Terminal, Auctions, Dealers, and Other Market representatives	4	2	.....	6	.....	.....
No representative visits, but would like them to come	552	495	171	496	389	83
No representat ve visits, but would not like them to come	1,012	964	537	588	575	163
No representative visits, and does not care whether they visit or not	451	379	213	388	434	244
Doesn't sell this class	113	782	1,833	38	462	1,529
No answer	193	200	358	63	355	513
Total	3,197	3,197	3,197	2,633	2,633	2,633

TABLE VIII–24

Suggestions Made by Farmers for Improving Livestock Marketing North Central Region, 1956

Suggestions	Number
Higher prices	196
More stable prices	201
Farmer cooperate to control livestock numbers	49
Keep livestock prices in line with feed price	12
More even marketing the year around	48
Terminal markets nearer or more terminal markets	25
Fewer terminal markets	2
More markets in local areas	95
Fewer markets	14
Need more buyers at auctions	68
Need better buyers	37
Need more government graders and grading	39
Need more grading	95
Less strict grading	34
Narrower price spreads between weights or grades	28
Wider price spreads between weights or grades	64
Lower selling changes	46
Lower yardage changes	40
More cooperative selling association	41
Cooperative packing association	20
Faster selling of livestock at markets	46
Lower freight rates for livestock	26
Better price reporting	67
Government help to stabilize production of livestock	27
Other	868
No answer or doesn't know	3,641
Total	5,830

Chapter IX

Relationship of Market Selection to Lot Size and Distance

A great many factors influence farmers in selection of outlets for livestock they sell and sources for livestock they purchase. Farmers rank convenience as a major factor in choice of outlet or source for livestock. Convenience was ranked somewhat higher for choices which typically made up a small part of cash farm receipts compared with those which usually were major sources of cash farm receipts. Distance and other related reasons such as availability of transportation also were given frequently for the choices the farmers made.[1] In this chapter, certain characteristics of lots, sold by farmers, such as number of animals and distance, are related to outlets used in selling livestock and sources used in procuring livestock.

Lot Size and Class of Livestock

Lot sizes varied greatly between different classes of livestock sold by the farmers interviewed in this study. In general, feeder livestock was sold in somewhat larger lots than livestock for other uses. However, the corresponding classes of slaughter livestock tended to be sold in almost as large lots as feeder livestock. For example, sales of slaughter steers and heifers were distributed in lots which averaged almost as large as lots of feeder steers and heifers sold. The somewhat smaller size of lots of slaughter livestock appears to be attributable to some tendency to "top off" livestock in the feedlots. Also many farmers with small breeding herds finish off the animals they raised. These usually were sold in small sized lots. This was particularly true of cattle and sheep raised outside of the range areas. Breeding livestock generally was sold (and purchased) in much smaller sized lots than similar species of feeder or slaughter livestock.

For all three uses, cattle and calves tended to be sold in somewhat smaller lots than hogs or sheep. Sheep were sold in the largest lots. However, within species and uses, substantial differences were found in size of lots sold. Over 80 percent of the slaughter steers and heifers and feeder steers and heifers and calves under 500 pounds were sold in lots of 10 or more. Most of these were sold in lots of 20 or more. However, most of the "other" slaughter cattle and calves were sold in lots of three or less. Feeder cattle other than steers and heifers and calves under 500 pounds made up only a small part of total feeder cattle and calf sales. Most of these other feeders were sold in lots of three or less (Table IX—1).

[1] See Chapter VIII.

Lot Size and Outlets Used

Substantial differences were found in the outlets used by farmers in selling different classes of livestock even within the same species, (Chapter II, III, and IV). For example, terminals received about 68.5 percent of the slaughter steers and heifers sold by farmers, but only received about 40.8 percent of the other slaughter cattle and calves sold by farmers. Farmers apparently preferred to sell slaughter steers and heifers through terminal markets. They preferred to sell cull dairy cows and veal calves through nearby outlets. Also, generally a farmer sold all of the particular class through the chosen outlet regardless of the size of lot. Thus, since steers and heifers were sold in much larger lots, on the average, it was to be expected that size of lots of all slaughter cattle and calves would average greater for terminals than other types of outlets which received a higher proportion of cull dairy cows and veal calves. Similarly, outlets which received a higher proportion of the slaughter or feeder livestock were likely to have lots which averaged larger than those outlets which received a higher proportion of breeding livestock.

The differences which were found in size of lots sold at various outlets were associated mainly with the class of livestock and the tendency of farmers to prefer to sell certain classes through certain types of outlets. However, within classes, some difference in lot size may be observed between outlets. In general, for slaughter livestock the percentages which receipts in lots of 20 head or more made up total receipts were highest for terminal and direct sales to packers. The smaller lots made up a relatively high percentage of receipts of auctions and dealers.

Lots of slaughter livestock consigned by farmers to terminal markets generally were somewhat larger than lots sold direct to packers. However, for slaughter steers and heifers, the percentage which receipts in lots of 20 or more made up of total receipts was somewhat higher for direct sales to packers than for consignments to terminal markets.

In the East North Central States where local markets were a major factor in total sales of slaughter hogs, the size of lots sold to local markets was greater than for direct sales to packers and was almost as large as for sales to terminals.

For slaughter cattle and calves, other than steers and heifers, the data would suggest that there was no tendency to sell large lots through terminals, (Table IX—2). In fact, in the West North Central States as a whole, sizes of lots were larger for auctions and dealers than for terminals. A look at the individual state data suggests the reason for this (Table IX—5). Generally, for this class of livestock sold from within a given area, larger lots tended to go to terminals. However, in the area around terminal markets, there tended to be more dairy herds and fewer beef herds compared with the areas at greater distances from terminal markets. The farmers in selling cull dairy or beef cows and veal calves tended to sell a high percentage through nearby outlets. Terminal markets which frequently were located in dairy areas received a high percentage of the cull dairy animals which typically were sold in lots of one to three. However, because of the distance they obtained a relatively small percentage of the cull beef cows which typically were sold in larger lots.

For feeder steers and heifers and feeder calves under 500 pounds, the percentage which the lots of 20 head or more made up of the total was largest for direct sale to other farmers and sales to dealers. Terminals and auctions received a higher proportion of the feeder cattle in lots of less than 20 head.[1]

For feeder hogs and pigs, the three major types of outlets were direct sales to the farmers, sale to dealer and sale through auctions. Of the three, the percentage which lots of 20 head or more made up of the total was somewhat higher for direct sales to other farmers than for other outlets, (Table IX–9). For feeder sheep and lambs dealers, auctions, terminals and direct sales to other farmers were the major outlets. Small lots made up a somewhat larger part of total sales through auctions than they made up of sales to the other three types of outlets.

For livestock purchased by farmers, as in the case of livestock sold by farmers, major differences were found in size of lots for the different classes. However, within given classes, there was little difference between sources in the distribution of sizes of lots. The only noticeable difference between sources was the absence of any reports of purchases from terminals of feeder steers, heifers, or calves under 500 pounds in lots of three or less. However, only a small percentage of this class of feeder livestock was purchased in lots of three or less in any state.

The percentage which purchases in lots of 20 or more made up of total purchases of feeder steers, heifers and calves under 500 pounds was greater for terminals than other sources in most states, (Table IX–3).

Lot Size and Distance

Most of the livestock sold by farmers was sold at distances of less than 100 miles. The distance livestock moved varied widely between classes and parts of the region. Distance generally was greater for slaughter steers and heifers and slaughter sheep than for other classes of livestock.

[1]The smaller percentage of large lots of feeder cattle marketed through terminals appears to be associated mainly with the relative nearness of the smaller producing operators and longer distances to the larger feeder producing operators.

In general, farmers in the West North Central States shipped livestock farther than did farmers in the East North Central States. In the East North Central States 54 percent of the slaughter steers and heifers were shipped 50 miles or more. Twenty-one percent were shipped 100 miles or more. Forty-six percent of the slaughter sheep and lambs were shipped 50 miles or more. For other classes, only a small percentage was shipped over 50 miles for sale (Tables IX—16-18).

In the West North Central States, 44 percent of the slaughter steers and heifers and 47 percent of the slaughter sheep and lambs and 47 percent of the feeder sheep and lambs were shipped 100 miles or more. For other classes, the percentages shipped over 100 miles were much smaller.

Distances from which farmers purchased livestock generally were less than distances they shipped livestock for sale. Feeder sheep was the only class purchased by farmers for which over 50 percent came from distances of 50 miles or more. For this class, slightly over one-third came from less than 50 miles and about one-fifth came from between 50 and 100 miles.

Distances to sources from which farmers obtained feeder cattle and calves and feeder pigs were somewhat greater in the East North Central States than in the West North Central States. For other classes, distances were slightly greater in the West North Central States.

In general there was a direct relationship between size of lot sold and distance the farmer shipped the livestock for sale. For practically all of the classes of livestock sold by farmers the percentage of livestock shipped over 50 miles was smaller for lots of less than 10 head than for lots of 10 head or more. For some classes the differences were quite small, (Figure IX—1 and Tables IX—16-18). For breeding livestock sold by farmers practically no relationship between size of lot and distance is evident.

For feeder cattle in the East North Central States, only about five percent of the numbers purchased in lots of less than ten head came from 50 miles or more, while 50 percent of the feeders purchased in lots of ten or more came from 50 miles or more and 37 percent came from 100 miles or more. In the West North Central States the data show a similar relationship for feeder cattle and calves. A strong correlation between lot size and distance also is evident for non-feeder cattle and calves purchased by farmers. However, for this type of cattle and calves, some farmers went over 100 miles to obtain lots of three or less (Figure IX—2).

A positive relationship between lot size and distance also may be noted for feeder pigs purchased. However, even for the larger lots of feeder pigs, only a small percentage was obtained from over 50 miles. For non-feeder hogs and pigs, little relationship between

FIGURE IX - 1

Percentage of Livestock Shipped Beyond 50 Miles for Sale by Farmers, by Class, by Size of Lot, East North Central States and West North Central States, 1956

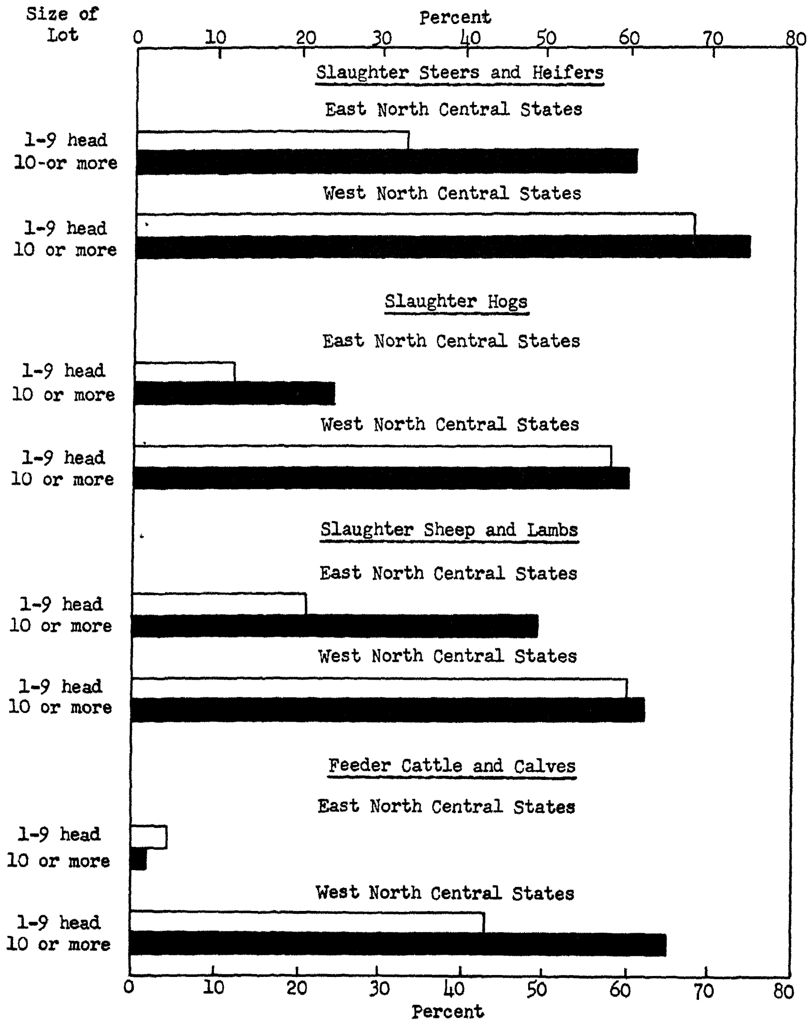
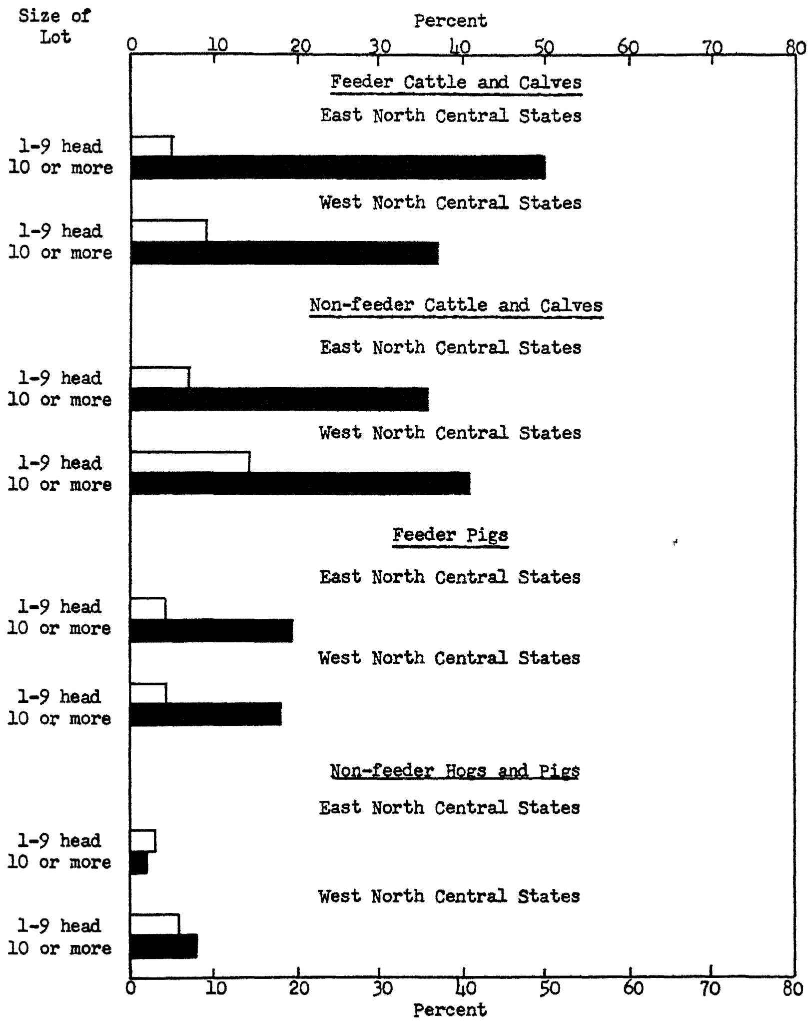


FIGURE IX - 2

Percentage of Livestock Purchased by Farmers from Beyond 50 Miles
by Size of Lot, by Use, East North Central States
and West North Central States, 1956



the size of lot and distance is evident. For this class some farmers obtained lots of 1-3 head from beyond 100 mile (Table IX—19-21).

The relationship between lot size and distance was stronger for livestock purchased by farmers than for livestock sold by farmers.

The closer relationship apparently reflects the greater personal attention which farmers give to buying compared with selling livestock. While farmers frequently ship livestock long distances and entrust their sale to their agents, they seldom are willing to buy livestock unless they first have personally inspected the animals. Shipping small lots long distances with commercial trucks does not cost much more per head than shipping larger lots. However, when buying, a farmer cannot afford to travel long distances unless large purchases are to be made, (Tables IX—19-21).

Distance and Type of Market

Data were tabulated by type of market and distance to the market for both livestock purchased by farmers and livestock sold by farmers. Large differences were found between classes in distances farmers shipped livestock to market. Distance also varied greatly between states. Generally, slaughter steers and heifers were shipped farther to market than any other class. Slaughter hogs and cattle and calves, (other than steers and heifers) generally were sold near the farm.

Distances livestock were shipped to terminal markets generally were somewhat greater than distances to other types of markets. Packers generally ranked second to terminals in the distance from which livestock came for sale. However, the percentage of livestock going over 100 miles to terminals was much greater than the percentage of livestock going over 100 miles for direct sale to packers. Most of the livestock going to auctions and dealers came from within 25 miles, but these types of market agencies also got considerable amounts from distances in excess of 50 miles. This was particularly true of auctions and dealers operating in North Dakota and South Dakota.

Most of the livestock shipped to local markets came from within 25 miles. In Indiana and Ohio, where local markets were the major outlet for slaughter hogs, well over 90 percent of the hogs sold to local markets came from within 25 miles. Most of the livestock sold by farmers to local retailers or locker plants also moved less than 25 miles for sale (Tables IX—22 through 24).

Distances farmers reported they went to purchase livestock varied greatly between states, classes and outlets. Auctions, other farmers, terminals or dealers all were important long distance sources of livestock for farmers. No one of these types was consistently the longest distance source of livestock.

Purchases from other farmers rather consistently showed a higher percentage coming from within ten miles than other sources showed.

However, farmers also frequently went over 50 to 100 miles to obtain livestock directly from other farmers. Of livestock obtained from terminals markets only relatively small amounts were purchased by farmers within ten miles (Tables IX—25-27).

TABLE IX—1

Percentage of Livestock Sold in Various Lot Sizes, by Classes, E.N.C. States and W.N.C. States, 1956

Lot Size	SLAUGHTER LIVESTOCK Steers & Heifers		Other Cattle & Calves		Hogs		Sheep & Lambs	
	E.N.C.	W.N.C.[1]	E.N.C.	W.N.C.[1]	E.N.C.	W.N.C.	E.N.C.	W.N.C.[1]
1—3	5.4	4.0	68.6	35.5	1.9	2.0	2.8	.9
4—9	17.4	11.9	25.2	30.3	8.2	8.9	6.4	3.8
10—19	21.5	21.4	4.4	16.5	23·4	18.9	20.8	34.3
20 or more	55.7	62.7	1.8	17.7	66.5	70.2	70.0	61.0

Lot Size	SLAUGHTER LIVESTOCK FEEDER LIVESTOCK Steers & Heifers & Calves under 500 pounds		Other Cattle & Calves		Hogs		Lambs	
	E.N.C.	W.N.C.[1]	E.N.C.	W.N.C.[1]	E.N.C.	W.N.C.[1]	E.N.C.	W.N.C.[1]
1—3	5.2	2.3	76.4	28.2	1 2	.6	.3	.2
4—9	15.7	10.8	15.4	19.9	6.8	4.5	5.7	.4
10—19	34.3	18.1	8.2	30.6	19.2	16.8	11.1	2.4
20 or more	44.8	68.8	. . .	21.3	72.8	78.1	82 9	97.0

Lot Size	BREEDING LIVESTOCK Cattle & Calves		Hogs & Pigs		Sheep & Lambs	
	E.N.C.	W.N.C.[1]	E.N.C.	W.N.C.[1]	E N.C.	W.N.C.[1]
1—3	39.1	24.4	15.2	11.9	4.5	1.9
4—9	30.4	22.2	15.3	23.1	3.5	3.7
10 or more	30.5	53.4	69.5	65.0	92.0	94.4

[1] Iowa excluded.

TABLE IX—2

Percentage of Livestock Sold by Farmers in Various Lot Sizes, by Type of Outlet, by Class of Livestock, East North Central and West North Central States, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other	Total
			SLAUGHTER STEERS AND HEIFERS East North Central States					
1—3	3.1	9.5	5.8	6.6	3.2	40.6	25.6	5.4
4—9	13.5	35.3	21.1	11.9	8.7	13.4	25.6	17.4
10—19	18.8	29.1	29.7	25.5	14.0	46.0	39.3	21.5
20	64.6	26.1	43.4	56.0	74.1	....	9.5	55.7
Number Reported	11,077	3,574	701	744	2,222	261	219	18,798
			West North Central States					
1—3	3.3	8.4	8.1	10.3	2.5	22.3	8.4	4.0
4—9	11.7	22.3	12.1	....	7.3	44.7	6.6	11.9
10—19	20.8	26.1	31.5	33.3	18.7	....	25.4	21.4
20	64.2	43.2	48.3	56.4	71.5	33.0	59.6	62.7
Number Reported	17,773	1,585	381	39	1,855	94	1,021	22,748
			OTHER SLAUGHTER CATTLE AND CALVES East North Central States					
1—3	63.4	76.0	67.0	65.6	60.6	100.0	73.3	68.6
4—9	26.8	17.8	27.3	28.5	36.1	....	26.1	25.2
10—19	6.6	5.2	2.0	3.2	3.3	...	.6	4.4
20	3.2	1.0	3.7	2.7	....	....	....	1.8
Number Reported	5,573	6,295	2,463	1,302	2,574	43	1,858	20,113

TABLE IX–2 Continued

Percentage of Livestock Sold by Farmers in Various Lot Sizes, by Type of Outlet, by Class of Livestock, East North Central and West North Central States, 1956

Lot Size		Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
West North Central States								
1–3	39.4	24.0	35.2	57.1	40.5	23.7	47.4	35.5
4–9	31.6	26.2	31.7	42.9	35.3	35.6	23.7	30.3
10–19	15.2	22.1	5.8	....	15.5	....	16.1	16.5
20	13.8	27.7	27.3	....	8.7	40.7	12.8	17.7
Number Reported	8,317	3,455	520	35	746	59	274	13,406
SLAUGHTER HOGS AND PIGS								
East North Central States								
1–3	1.4	6.2	1.7	1.4	1.2	15.7	3.1	1.9
4–9	5.2	22.5	6.5	8.5	6.8	38.0	6.8	8.2
10–19	16.6	29.6	34.5	17.7	36.7	14.9	36.7	23.4
20	76.8	41.7	57.3	72.4	55.3	31.4	53.4	66.5
Number Reported	44,510	11,468	3,600	36,982	27,184	242	3,514	127,500
West North Central States								
1–3	1.9	2.4	2.2	2.1	1.3	6.5	4.3	2.0
4–9	7.4	11.5	10.1	11.7	9.7	....	14.7	8.9
10–19	17.1	20.9	22.1	16.6	20.7	45.7	19.4	18.9
20	73.6	65.2	65.6	69.6	68.3	47.8	61.6	70.2
Number Reported	41,783	11,744	5,781	1,309	18,365	46	2,103	81,131
SLAUGHTER SHEEP AND LAMBS								
East North Central States								
1–3	1.8	4.1	6.0	4.8	6.2	1.0	.9	2.8
4–9	3.5	12.5	14.1	4.3	2.3	....	6.1	6.4
10–19	17.4	31.6	11.2	21.6	13.2	....	12.6	20.8
20	77.3	51.8	68.7	69.3	78.3	99.0	80.4	70.0
Number Reported	6,869	3,899	233	1,392	434	202	1,281	14,310
West North Central States								
1–3	.9	2.3	1.2	....	.5	....	1.3	.9
4–9	2.6	13.3	1.4	....	7.0	....	....	3.8
10–19	31.4	69.4	64.9	....	39.9	....	45.7	35.9
20	65.1	15.0	32.5	....	52.6	....	53.0	59.4
Number Reported	12,227	667	572	....	3,395	....	236	17,097
FEEDER STEERS AND HEIFERS AND CALVES UNDER 500 LBS.								
East North Central States								
1–3		9.3	3 5	.9	8.6	6.2	6.8	5.2
4–9		14.2	17.8	13.5	37.1	16.9	3.4	15.7
10–19		41.6	43.5	34.0	54.3	31.8	....	34.3
20		34.9	35.2	51.6	....	45.1	89.8	44.8
Number Reported		226	421	341	35	847	118	1,988
West North Central States								
1–3		1.7	3.2	1.0	18.5	.8	5.9	2.3
4–9		13.0	12.4	5.7	44.5	4.5	27.1	10.8
10–19		23.7	19.7	11.4	37.0	9.8	.30.7	18.1
20		61.6	64.7	81.9	....	84.9	36.3	68.8
Number Reported		6,276	16,151	4,132	27	4,417	410	31,413
FEEDER HOGS AND PIGS								
East North Central States								
1–3		....	1.6	.1	12.5	1.7	....	1.2
4–9		4.8	14.5	2.0	25.0	5.3	8.4	6.8
10–19		....	30.9	15.9	62.5	16.4	....	19.2
20		95.2	53.0	82.0	....	76.6	91.6	72.8
Number Reported		125	1,845	1,913	16	3,332	225	7,456
West North Central States								
1–3		1.3	.9	.5	....	.4	.7	.6
4–9		8.7	6.4	4.9	11.2	2.5	4.0	4.5
10–19		30.0	16.6	25.3	32.8	10.7	17.6	16.8
20		60.0	76.1	69.3	56.0	86.4	77.7	78.1
Number Renorted		310	2,546	1,813	116	3,529	1,377	9,691

TABLE IX–3

Percentage of Feeder Livestock Purchased by Farmers in Various Lot Sizes, by Some East North Central and West North Central States, 1956

Lot Size	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Ass'n.	Other	Total
FEEDER STEERS AND HEIFERS AND CALVES UNDER 500 LBS.								
East North Central States								
1–3	1.5	6.2	...	.7	1.0	.	.6	1.8
4–9	10.2	9.9	3.2	5.6	4.9	4.6	2.0	6.8
10–19	15.4	21.1	18.5	8.1	13.3	34.3	3.4	14.3
20	72.9	62.8	78.3	85.6	80.8	61.1	94.0	77.1
Number Reported	4,296	2,216	1,227	994	4,267	131	1,522	14,653
West North Central States								
1–3	1.4	1.6	.	...	.2	....	1.2	1.2
4–9	6.6	7.0	.6	24.2	3.6	. .	2.3	5.5
10–19	13.0	12.4	4.9	.	15.7	.	2.5	11.5
20	79.0	79.0	94.5	75.8	80.5	100.0	94.0	81.8
Number Reported	11,123	3,861	2,290	62	1,438	120	995	19,889
FEEDER PIGS								
East North Central States								
1–3	.6	1.5	. . .	...	.6	.	.	.9
4–9	4.0	6.3	. .	3.8	1.9		.9	4.5
10–19	10.7	17.0	....	27.1	7.3	33 3	2.0	12.5
20	84.7	75.2	100.0	69.1	90.2	66.7	97.1	82.1
Number Reported	4,547	6,891	90	188	1,909	48	1,428	15,101
West North Central States								
1–3	.6	.6	....	....	.1	..	.8	.5
4–9	7.2	3.9	....	100.0	.8	. . .	2.6	4.5
10–19	24.3	11.1	12.5	....	6.9	....	7.0	14.6
20	67.9	84.4	87.5	. . .	92.2	....	89.6	80.4
Number Reported	3,490	4,738	240	18	1,444	....	805	10,735
FEEDER LAMBS								
East North Central States								
1..3	.1	1.9	....	....	..	....	....	.3
4–9	. ..	8.7	. .	. .	.6	....	....	1.2
10–19	....	15.7	...	5.2	....	....	3.1	2.4
20	99.9	73.7	100.0	94.8	99.4	....	96.9	96.1
Number Reported	1,402	657	1,676	192	859	....	324	5,110
West North Central States								
1–3	...	.3	....	....	....	....	....	.1
4–9	.2	...	....	....	....	....	....	.1
10–19	.4	.7	....	....	....	....	....	.2
20	99.4	99.0	100.0	. . .	100.0	....	100.0	99.6
Number Reported	2.809	2,462	91	. ..	4,163	....	574	10,099

TABLE IX–4

Percentage of Slaughter Steers and Heifers Sold by Farmers in Various Lot Sizes, by Outlet, by State, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other	Total
Illinois								
1–3	2.4	8.2	8.3	1.6	.1	100.0	7.7	2.5
4–9	8.2	43.0	36.4	3.1	4.5	....	39.4	9.6
10–19	17.0	29.0	55.3	5.2	12.8	....	32.7	17.5
20	72.4	19.8	. ..	90.1	82.6	....	20.2	70.4
Number Reported	5,914	207	132	191	799	8	104	7,355
Indiana								
1–3	2.4	26.9	28.6	4.8	10.9	. ..	100.0	5.8
4–9	11.1	29.5	71.4	18.3	10.0	....	.. .	13.1
10–19	16.3	29.2	....	29.8	5.6	....	....	17.1
20	70.2	14.4	....	47.1	73.5	....	....	64.0
Number Reported	2,711	312	7	208	339	....	9	3,586

TABLE IX–4 Continued

Percentage of Slaughter Steers and Heifers Sold by Farmers in Various Lot Sizes, by Outlet, by State, 1956

			Kentucky					
1–3	8.3	10.8	8.0	6.5	38.9	. .	33.3	10.4
4–9	34.0	33.3	54.0	10.5	61.1	.	20.0	33.0
10–19	27.4	34.4	38.0	43.8	.	.	46.7	32.6
20	30.3	21.5		39.2	.	.	. .	24.0
Number Reported	515	631	100	153	36	.	30	1,465
			Michigan					
1–3	3.8	14.0	52.9	83.3	7.1	32.3	65.4	11.9
4–9	47.8	50.5	47.1	16.7	12.1	67.7	34.6	44.8
10–19	23.0	30.9	. .	.	8.6	.		22.7
20	25.4	4.6	. . .	. .	72.2	. .	. . .	20.6
Number Reported	603	499	17	24	140	34	26	1,343
			Ohio					
1–3	5.4	5.1	2.6	.8	1.4	38.8	52.4	5.9
4–9	19.4	32.2	7.8	8.5	9.3	...	...	20.9
10–19	21.0	26.9	17.6	23.3	15.0	61.2	47.6	24.1
20	54.2	35.8	72.0	67.4	74.3	....	....	49.1
Number Reported	1,169	1,925	422	129	728	196	21	4,590
			Wisconsin					
1–3	7.3	.	. .	12.8	...	47.8	3.4	6.3
4–9	12.1	.	.	33.3	8.9	52.2	..	13.3
10–19	68 5	.	100.0	53.9	37.8	....	96.6	55.1
20	12.1	...	....	...	53.3	...	....	25.3
Number Reported	165	...	23	39	180	23	29	459
			Kansas					
1–3	.8	6.1	....	...	10.9	....	12.5	1.4
4–9	3.8	20.1	28.0	...	....	36.7	....	5.4
10–19	10.2	22.1	72.0	...	...	...	..	11.2
20	85.2	51.7	....	....	89.1	63.3	87.5	82.0
Number Reported	5,733	507	25	....	55	49	24	6,393
			Minnesota					
1–3	9.5	12.4	7.4	...	1.8	41.2	85.7	9.4
4–9	22.2	9.5	28.4	...	11.2	58.8	14.3	20.2
10–19	34.2	20.4	14.8	...	26.2	....	....	31.1
20	34.1	57.7	49.4	....	60.8	....	...	39.3
Number Reported	1,891	137	81	...	385	17	28	2,539
			Missouri					
1–3	3.2	10.8	12.7	100.0	5.1	100.0	6.6	3.9
4–9	13.9	40.6	17.5	....	32.6	....	4.6	14.6
10–19	29.9	21.6	69.8	....	62.3	....	7.2	30.3
20	53.0	27.0	....	....	....	....	81.6	51.2
Number Reported	3,109	74	63	4	98	1	152	3,501
			Nebraska					
1–3	3.3	8.6	....	....	....	....	5.8	3.9
4–9	10.8	25.1	...	....	....	....	5.8	10.7
10–19	85.9	66.2	100.0	....	100.0	....	88.5	85.4
20	....	....	....	....	....	....	....	....
Number Reported	4,541	358	38	....	134	....	780	5,851
			North Dakota					
1–3	8.1	15.1	12.5	....	3.1	46.1	15.4	7.8
4–9	29.9	43.4	3.7	....	4.4	53.9	84.6	20.5
10–19	25.4	22.6	11.0	100.0	5.1	....	....	17.2
20	36.6	18.9	72.8	....	87.4	....	....	54.5
Number Reported	848	106	136	13	588	26	13	1,730
			South Dakota					
1–3	2.7	7.2	....	....	1.9	100.0	8.3	3.2
4–9	15.6	18.1	....	....	5.9	....	....	13.4
10–19	23.0	15.1	47.4	....	23.5	....	....	21.9
20	58.7	59.6	52.6	100.0	68.7	....	91.7	61.5
Number Reported	1,651	403	38	22	595	1	24	2,734

TABLE IX–5

Percentage of Other Slaughter Cattle and Calves Sold by Farmers in Various Lot Sizes, by Outlet, by State, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other	Total
				Illinois				
1–3	48.6	61.5	35.7	51.1	47.3	....	72.1	50.7
4–9	27.0	28.1	22.2	9.1	44.1	....	27.9	29.6
10–19	13.0	10.4	12.5	....	8.6	....	....	10.8
20	11.3	....	29.6	39.8	....	....	....	8.9
Number Reported	1,059	715	311	88	562	....	43	2,778
				Indiana				
1–3	49.7	50.9	29.6	50.7	62.8	100.0	100.0	51.1
4–9	30.4	30.8	70.4	35.6	37.2	....	....	31.8
10–19	13.7	13.2	....	13.7	....	....	....	12.3
20	6.2	5.1	....	....	....	....	....	4.8
Number Reported	888	831	27	146	148	1	7	2,048
				Kentucky				
1–3	75.1	79.2	74.5	91.0	71.2	....	100.0	78.2
4–9	18.8	15.6	25.5	9.0	28.8	.. .	....	17.2
10–19	6 1	5.2	....	....	....	....	....	4.6
20	....	....	....	....	....	....	....	....
Number Reported	521	934	51	78	118	....	34	1,736
				Michigan				
1–3	85.2	82.2	91.7	67.9	79.5	100.0	100.0	82.7
4–9	14.8	13.4	8.3	32.1	20.5	....	....	13.8
10–19	....	3.4	....	....	....	....	....	2.7
20	....	1.0	....	....	....	....	....	0.8
Number Reported	276	1,929	48	53	39	20	20	2,385
				Ohio				
1–3	85.7	84.5	82.0	74.0	100.0	100.0	100.0	84.6
4–9	14.3	13.9	18.0	11.3	....	....	....	13.5
10–19	....	1.6	....	14.7	....	....	....	1.9
20	....	....	....	....	....	....	....	....
Number Reported	391	1,886	156	150	81	12	20	2,696

Table IX–5 Continued

Percentage of Other Slaughter Cattle and Calves Sold by Farmers in Various Lot Sizes, by Outlet, by State, 1956

			Wisconsin					
1–3	66.4	....	70.6	65.7	61.8	100.0	72.0	67.6
4–9	30.4	....	28.8	34.3	35.9	....	27.3	30.8
10–19	3.2	....	.6	....	5.3	....	.7	1.6
20	....	....	....	....	....	....	....	....
Number Reported	2,438	....	1,870	787	1,626	15	1,734	8,470
			Kansas					
1–3	19.2	18.1	57.1	....	....	....	82.6	19.5
4–9	36.3	30.0	42.9	....	....	....	17.4	32.4
10–19	15.1	27.4	....	....	....	....	....	22.1
20	29.4	24.5	....	....	....	....	....	26.0
Number Reported	848	1,301	14	....	....	....	23	2,186
			Minnesota					
1–3	55.0	64.0	61.3	100.0	52.7	16.0	44.1	55.1
4–9	30.5	36.0	38.7	....	36.7	84.0	55.9	32.2
10–19	11.6	....	....	....	10.6	....	....	10.3
20	2.9	....	....	....	....	....	....	2.4
Number Reported	3,324	161	168	6	330	25	59	4,073
			Missouri					
1–3	41.9	40.1	45.6	12.5	33.3	....	61.5	41.0
4–9	33.0	42.0	54.4	87.5	33.3	....	38.5	34.4
10–19	14.0	17.9	....	....	33.4	....	....	14.5
20	11.1	....	....	....	....	24.0	....	10.1
Number Reported	1,483	207	46	8	78	24	26	1,872
			Nebraska					
1–3	23.4	20.8	44.4	27.3	12.5	....	39.8	23.9
4–9	28.5	17.1	55.6	72.7	....	....	11.2	23.5
10–19	48.0	62.1	....	....	87.5	....	49.0	52.6
20	....	....	....	....	....	....	....	....
Number Reported	1,164	639	9	11	24	....	161	2,008
			North Dakota					
1–3	32.9	27.2	26.1	100.0	72.4	100.0	100.0	34.2
4–9	34.6	35.5	35.8	....	27.6	....	....	33.9
10–19	16.4	22.0	22.4	....	....	....	....	17.1
20	16.1	15.3	15.7	....	....	....	....	14.8
Number Reported	812	313	134	10	76	10	3	1,358
			South Dakota					
1–3	17.9	22.6	8.1	....	18.5	....	100.0	19.3
4–9	29.9	18.2	10.7	....	39.9	....	....	24.5
10–19	12.8	19.5	....	....	14.3	....	....	14.9
20	39.4	39.7	81.2	....	27.3	....	....	41.3
Number Reported	686	834	149	....	238	....	2	1,909

TABLE IX–6

Percentage of All Slaughter Hogs and Pigs Sold by Farmers in Various Lot Sizes, by Outlet, by State, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other	Total
				Illinois				
1–3	1.1	7.9	1.5	.9	1.3	14.8	1.9	1.4
4–9	3.8	13.7	3.0	6.3	6.3	55.6	5.1	5.1
10–19	12.3	34.8	10.2	17.1	16.0	29.6	9.5	14.1
20	82.8	43.6	85.3	75.7	76.4	....	83.5	79.4
Number Reported	21,010	1,016	1,913	4,150	11,057	54	2,048	41,248
				Indiana				
1–3	1.1	6.2	2.6	.4	.4	3.6	30.8	.8
4–9	4.9	26.5	5.1	2.4	3.6	....	69.2	4.2
10–19	9.8	31.8	39.7	9.1	11.6	....	....	10.3
20	84.2	35.5	52.6	88.1	84.4	96.4	....	84.7
Number Reported	16,321	1,090	78	20,009	5,174	56	26	42,754
				Kentucky				
1–3	4.9	4.8	100.0	3.4	4.1	100 0	14.4	4.7
4–9	7.2	21.0	....	22.0	27.6	....	17.0	19.9
10–19	29.8	38.6	....	21.3	24.5	....	15.3	29.3
20	58.1	35.6	....	53.3	43.8	....	53.3	46.1
Number Reported	1,216	2,022	2	1,189	1,442	2	229	6,102
				Michigan				
1–3	4.6	6.4	2.7	3.7	5.6	3.4	6.5	5.5
4–9	16.6	25.7	33.3	28.5	24.7	49.4	....	25.5
10–19	44.1	24.0	....	24.4	26.4	22.5	....	25.8
20	34.7	43.9	64.0	43.4	43.3	24.7	93.5	43.2
Number Reported	675	3,721	111	1,307	462	89	46	6,411
				Ohio				
1–3	2.4	6.3	11.8	3.0	2.0	65.6	39.0	3.6
4–9	11.6	21.5	50.7	17.5	9.0	34.4	61.0	16.5
10–19	27.5	28.0	22.9	30.2	31.1	....	....	29.3
20	58.5	44.2	14.6	49.3	57.9	....	....	50.6
Number Reported	3,530	3,619	144	9,802	2,395	32	41	19,563

TABLE IX–6 Continued

Percentage of All Slaughter Hogs and Pigs Sold by Farmers in Various Lot Sizes, by Outlet, by State, 1956

			Wisconsin					
1–3	2.2	....	.6	1.3	.2	22.2	.9	.7
4–9	5.7	...	4.7	6.7	3.7	77.8	4.7	4.4
10–19	89.3	...	72.7	92.0	95.8	....	94.4	91.7
20	2.8	....	22.0	....	.3	....	....	3.2
Number Reported	1,758	...	1,352	525	6,654	9	1,124	11,422
			Kansas					
1–3	.8	3.2	.9	...	1.2	....	....	1.5
4–9	6.9	17.4	2.5	....	10.0	....	....	9.3
10–19	14.3	22.2	7.2	100.0	16.3	....	....	15.9
20	78.0	57.2	89.4	....	72.5	....	....	73.3
Number Reported	2,393	1,110	527	12	817	....	....	4,859
			Minnesota					
1–3	3.5	15.2	2.2	1.5	1.8	....	13.8	2.9
4–9	10.6	84.8	13.4	8.6	10.5	....	16.4	11.0
10–19	21.4	....	31.3	7.4	27.2	....	8.6	24.0
20	64.5	....	53.1	82.5	60.5	....	61.2	62.1
Number Reported	13,023	33	2,879	349	6,285	....	116	22,685
			Missouri					
1–3	1.0	3.1	....	2.1	.5	....	4.8	1.0
4–9	5.2	6.8	25.6	14.5	4.1	....	4.8	5.4
10–19	14.9	14.9	24.9	17.3	16.3	....	....	15.2
20	78.9	75.2	46.5	66.1	79.1	100.0	90.4	78.4
Number Reported	15,603	443	43	747	3,809	22	166	20,833
			Nebraska					
1–3	1.8	2.1	1.6	....	1.6	....	1.4	1.8
4–9	6.2	11.0	6.1	....	19.8	....	11.8	9.9
10–19	92.0	86.9	92.3	....	78.6	....	86.8	88.3
20	....	....	....	...	....	....	....	....
Number Reported	5,792	7,612	2,061	....	1,797	....	1,619	18,881
			North Dakota					
1–3	2.3	8.2	19.7	3.0	3.9	8.7	41.7	4.3
4–9	9.9	22.4	42.4	7.4	22.8	....	58.3	15.5
10–19	12.7	31.6	37.9	25.4	30.0	91.3	....	20.4
20	75.1	37.8	....	64.2	43.3	....	....	59.8
Number Reported	1,513	196	66	201	700	23	48	2,747
			South Dakota					
1–3	.8	2.3	5.8	....	.9	100.0	14.3	1.4
4–9	6.2	9.0	9.8	....	7.4	....	41.6	7.9
10–19	16.8	20.1	16.1	....	14.8	....	16.2	16.6
20	76.2	68.6	68.3	....	76.9	....	27.9	74.1
Number Reported	3,459	2,350	205	....	4,957	1	154	11,126

TABLE IX–7

Percentage of Slaughter Sheep and Lambs Sold by Farmers in Various Lot Sizes, by Outlet, East North Central and West North Central States, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other	Total
			East North Central States					
1–3	1.8	4.1	6.0	4.8	6.2	1.0	.9	2.8
4–9	3.5	12.5	14.1	4.3	2.3	....	6.1	6.4
10–19	17.4	31.6	11.2	21.6	13.2	....	12.6	20.8
20	77.3	51.8	68.7	69.3	78.3	99.0	80.4	70.0
Number Reported	6,869	3,899	233	1,392	434	202	1,281	14,310
			West North Central States					
1–3	.9	2.3	1.2	....	.5	....	1.3	.9
4–9	2.6	13.3	1.4	....	7.0	....	....	3.8
10–19	31.4	69.4	64.9	....	39.9	....	45.7	35.9
20	65.1	15.0	32.5	....	52.6	....	53.0	59.4
Number Reported	12,227	667	572	....	3,395	....	236	17,097

TABLE IX–8

Percentage of Feeder Cattle and Calves Sold by Farmers in Various Lot Sizes, by Outlet, by State, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
STEERS AND HEIFERS AND CALVES UNDER 500 POUNDS							
		Illinois					
1–3	5.1	3.5	1.6	100.0	4.4	....	3.7
4–9	14.1	12.0	12.3	....	13.1	9.1	12.7
10–19	30.3	24.6	20.5	....	28.0	....	24.7
20	50.5	59.9	65.6	....	54.5	90.9	58.9
Number Reported	99	167	195	2	435	44	942
		Indiana					
1–3	....	....	....	....	2.3	....	1.3
4–9	30.4	15.5	43.3	24.0	15.7	....	20.3
10–19	69.6	26.7	56.7	76.0	32.0	....	40.2
20	....	57.8	....	....	50.0	....	38.2
Number Reported	23	45	30	25	178	....	301
		Kentucky					
1–3	....	2.1	....	12.5	3.6	7.0	2.9
4–9	....	13.5	7.7	87.5	29.4	....	14.8
10–19	100.0	84.4	50.9	....	45.0	....	48.7
20	....	....	41.4	....	22.0	93.0	33.6
Number Reported	11	96	116	8	109	71	411
		Michigan					
1–3	17.2	3.4	....	....	5.7	100.0	12.2
4–9	11.8	63.3	....	....	36.6	....	28.4
10–19	39.8	33.3	....	....	57.7	....	44.7
20	31.2	....	....	....	....	....	14.7
Number Reported	93	30	....	....	71	3	197
		Ohio					
1–3	....	7.2	....	....	15.8	....	9.9
4–9	....	19.3	....	....	....	....	13.2
10–19	....	47.0	....	....	....	....	32.2
20	....	26.5	....	....	84.2	....	44.7
Number Reported	....	83	....	....	38	....	121
		Wisconsin					
1–3	....	....	....	....	100.0	....	100.0
4–9	....	....	....	....	....	....	....
10–19	....	....	....	....	....	....	....
20	....	....	....	....	....	....	....
Number Reported	....	....	....	....	16	....	16
		Kansas					
1–3	.2	2.9	1.0	....	.9	....	1.8
4–9	8.4	10.2	1.4	....	3.8	....	8.2
10–19	8.3	21.1	3.8	....	12.7	....	14.9
20	83.1	65.8	93.8	....	82.6	100.0	75.1
Number Reported	2,209	4,527	1,014	....	648	23	8,421

TABLE IX—8 Continued

Percentage of Feeder Cattle and Calves Sold by Farmers in Various Lot Sizes, by Outlet, by State, 1956

		Minnesota					
1—3	8.0	11.6	4.7	....	7.2	....	8.3
4—9	33.3	52.8	6.2	....	30.1	56.0	37.6
10—19	58.7	35.6	89.1	. ..	....	44.0	41.5
20	....	....	....	....	62.7	....	12.6
Number Reported	75	163	64	. ..	83	25	410
		Missouri					
1—3	3.1	1.3	6.6	....	1.7	1.6	2.2
4—9	16.3	12.8	43.4	....	19.7	27.0	17.8
10—19	42.9	21.6	50.0	....	31.2	23.8	31.1
20	37.7	64.3	....	....	47.4	47.6	48.9
Number Reported	517	910	152	....	475	63	2,117
		Nebraska					
1—3	3.2	3.5	1.8	....	.6	....	2.6
4—9	6.9	13.6	3.6	....	1.2	17.4	9.2
10—19	89.8	82.9	94.7	....	98.2	82.6	88.2
20	....	....	....	....	....	....	....
Number Reported	993	4,192	473	....	1,829	138	7,625
		North Dakota					
1—3	1.7	3.3	.6	18.5	....	2.5	2.3
4—9	23.5	19.6	23.8	44.5	8.9	25.3	21.3
10—19	31.3	25.2	25.7	37.0	13.2	72.2	28.0
20	43.5	51.9	49.9	....	77.9	....	48.4
Number Reported	1,431	1,668	509	27	190	79	3,904
		South Dakota					
1—3	2.0	3.3	.4	....	.2	25.6	2.3
4—9	11.1	9.5	.8	....	1.6	43.9	7.1
10—19	36.3	14.8	6.0	....	6.9	30.5	14.5
20	50.6	72.4	92.8	....	91.3	....	76.1
Number Reported	1,051	4,691	1,920	....	1,192	82	8,936

OTHER FEEDER CATTLE AND CALVES

(Excluding Steers and Heifers and Calves Under 500 lbs.)

Lot Size	Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
		East North Central States					
1—3	100.0	79.7	26.4	100.0	80.9	....	76.4
4—9	....	17.8	36.1	....	9.4	....	15.4
10—19	....	2.5	37.5	....	9.7	....	8.2
20	....	....	....	....	....	....	....
Number Reported	4	444	72	10	392	....	922
		West North Central States					
1—3	20.2	30.6	4.4	100.0	38.2	100.0	28.2
4—9	30.3	19.4	18.7	....	14.6	....	19.9
10—19	49.5	27.9	11.0	....	47.2	....	30.6
20	....	22.1	65.9	....	....	....	21.3
Number Reported	109	516	91	2	89	11	818

TABLE IX—9

Percentage of Feeder Hogs and Pigs Sold by Farmers in Various Lot Sizes, by Outlet, East North Central and West North Central States, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
		East North Central States					
1—3		1.6	.1	12.5	1.7	....	1.2
4—9	4.8	14.5	2.0	25.0	5.3	8.4	6.8
10—19	....	30.9	15.9	62.5	16.4	....	19.2
20	95.2	53.0	82.0	....	76.6	91.6	72.8
Number Reported	125	1,845	1,913	16	3,332	225	7,456
		West North Central States					
1—3	1.3	.9	.5	....	.4	.7	.6
4—9	8.7	6.4	4.9	11.2	2.5	4.0	4.5
10—19	30.0	16.6	25.3	32.8	10.7	17.6	16.8
20	60.0	76.1	69.3	56.0	86.4	77.7	78.1
Number Reported	310	2,546	1,813	116	3,529	1,377	9,691

TABLE IX—10

Percentage of Feeder Sheep and Lambs Sold by Farmers in Various Lot Sizes, by Outlet, East North Central and West North Central States, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
		East North Central States					
1—3	....	....	....	....	.9	....	.3
4—9	....	26.8	....	....	1.1	....	5.7
10—19	....	34.6	....	....	13.1	....	11.1
20	100.0	38.6	100.0	100.0	84.9	....	82.9
Number Reported	23	220	156	350	350	....	1,099
		West North Central States					
1—3	.3	.5	....	....	....	3.0	.1
4—9	1.1	1.2	....	....	.7	17.6	.7
10—19	1.9	17.9	....	....	....	....	2.4
20	96.7	80.4	100.0	....	99.3	79.4	96.8
Number Reported	1,167	504	2,058	....	872	34	4.635

TABLE IX–11

Percentage of Breeding Livestock Sold by Farmers in Various Lot Sizes, by Outlet, East North Central and West North Central States, 1956

Lot Size	Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
		CATTLE AND CALVES					
		East North Central States					
1–3	100.0	35.4	35.2	13.2	42.1	27.6	39.2
4–9	....	37.0	30.8	26.3	29.8	8.6	30.2
10–19	....	17.3	17.6	60.5	16.1	20.7	17.4
20	....	10.3	16.4	....	12.0	43.1	13.2
Number Reported	6	254	409	38	1,346	58	2,111
		West North Central States					
1–3	7.5	23.5	38.0	....	23.8	32.9	24.0
4–9	12.5	16.0	37.5	....	25.5	18.5	22.7
10–19	11.4	17.3	24.5	100.0	26.6	14.3	22.6
20	68.5	43.2	....	....	24.1	34.3	30.7
Number Reported	184	699	237	11	1,284	70	2,485
		HOGS AND PIGS					
		East North Central States					
1–3	....	13.7	8.9	100.0	15.3	25.0	15.0
4–9	....	24.2	17.8	....	12.5	75.0	14.9
10–19	....	32.0	73.3	....	13.8	....	18.5
20	....	30.1	....	....	58.4	....	51.6
Number Reported	....	153	45	1	930	12	1,141
		West North Central States					
1–3	100.0	10.5	31.6	....	19.2	.3	11.9
4–9	....	27.2	....	....	38.8	....	23.1
10–19	....	23.0	68.4	....	23.6	....	16.7
20	....	39.3	....	....	18.4	99.7	48.3
Number Reported	3	191	19	....	433	305	951
		SHEEP AND LAMBS					
		East North Central States					
1–3	100.0	5.1	....	....	6.9	15.8	7.6
4–9	....	....	8.0	....	9.6	....	7.8
10–19	....	17.7	24.0	100.0	29.5	84.2	30.0
20	....	77.2	68.0	....	54.0	....	54.6
Number Reported	9	79	50	11	478	19	646
		West North Central States					
1–3	100.0	1.7	....	....	1.7	....	1.7
4–9	....	16.2	4.3	....	4.2	....	5.9
10–19	....	13.7	....	....	8.5	....	8.5
20	....	68.4	95.7	....	85.6	....	83.9
Number Reported	3	234	141	....	1,287	....	1,665

TABLE IX—12

Percentage of Feeder Cattle and Calves Purchased by Farmers in Various Lot Sizes, by Source, 1956

Lot Size	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Assoc.	Other	Total
STEERS AND HEIFERS AND CALVES UNDER 500 POUNDS								
Illinois								
1—3	.5	2.1	....	....	.5	....	.1	.6
4—9	6.9	5.1	1.1	2.0	2.3	....	.5	3.6
10—19	11.5	19.7	28.3	....	7.0	....	....	10.3
20	81.1	73.1	70.6	98.0	90.2	....	99.4	85.5
No. Reported	1,975	724	568	307	1,955	....	954	6,483
Indiana								
1—3	2.1	8.4	....	3.1	.9	....	....	2.5
4—9	10.2	4.3	5.0	6.1	7.2	9.1	16.7	7.6
10—19	10.5	20.0	9.3	60.0	22.8	....	23.8	17.1
20	77.2	67.3	85.7	30.8	69.1	90.9	59.5	72.8
No. Reported	749	395	258	65	684	66	42	2,259
Kentucky								
1—3	13.3	18.1	....	14.3	7.8	....	....	11.8
4—9	27.6	13.2	6.1	52.4	48.4	33.3	....	21.1
10—19	48.1	29.2	15.1	33.3	43.8	....	....	33.1
20	11.0	39.5	78.8	....	....	66.7	....	34.0
No. Reported	301	332	179	42	64	21	....	939
Michigan								
1—3	4.6	2.4	....	4.1	1.7	...	6.3	2.9
4—9	16.6	10.6	9.8	14.8	8.1	..	....	11.6
10—19	34.0	11.6	16.3	10.6	20.8	....	....	18.0
20	44.8	75.4	73.9	70.5	69.4	....	93.7	67.5
No. Reported	241	423	92	122	173	....	32	1,083
Ohio								
1—3	1.5	14.4	....	....	1.4	....	1.3	2.1
4—9	10.2	16.3	....	....	5.7	....	1.3	6.3
10—19	10.3	16.6	....	3.3	12.8	....	8.9	10.3
20	78.0	52.7	100.0	96.7	80.1	....	88.5	81.3
No. Reported	1,009	277	130	459	1,335	....	461	3,671
Wisconsin								
1—3	....	3.3	....	....	....	....	....	1.1
4—9	....	38.5	....	....	....	....	23.1	15.2
10—19	100.0	58.2	....	....	65.6	69.2	....	60.7
20	....	....	....	....	34.4	30.8	76.9	23.0
No. Reported	24	91	....	....	64	65	26	270
Kansas								
1—3	.7	.7	....	....	....	....	....	.5
4—9	4.6	3.4	....	....	2.6	....	....	3.6
10—19	11.2	6.5	1.4	....	3.8	....	....	8.3
20	83.5	89.4	98.6	....	93.6	....	100.0	87.6
No. Reported	5,356	1,574	801	....	264	....	651	8,646
Minnesota								
1—3	1.5	1.2	....	....	....	....	1.1	1.0
4—9	8.2	22.4	3.3	100.0	9.2	....	....	9.6
10—19	13.8	28.8	9.1	....	38.5	....	13.3	19.1
20	76.5	47.6	87.6	....	52.3	....	85.6	70.3
No. Reported	852	250	274	7	283	....	90	1,756

TABLE IX—12 Continued

Percentage of Feeder Cattle and Calves Purchased by Farmers in Various Lot Sizes, by Source, 1956

Lot Size	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Assoc.	Other	Total
			Missouri					
1—3	1.8	3.1	....	....	1.2	....	42.9	1.6
4—9	13.1	12.6	.9	....	....	....	57.1	7.2
10—19	24.2	29.1	2.5	....	17.6	....	....	16.9
20	60.9	55.2	96.6	....	81.2	100.0	....	74.3
No. Reproted	512	413	473	....	245	120	7	1,770
			Nebraska					
1—3	2.0	3.5	....	....	....	....	....	1.9
4—9	7.4	6.3	....	....	....	....	....	6.3
10—19	11.9	8.3	29.6	....	....	....	....	10.6
20	78.7	81.9	70.4	....	100.0	....	....	81.2
No. Reported	3,344	493	108	....	489	....	....	4,434
			North Dakota					
1—3	....	.6	....	....	....	....	....	.2
4—9	2.9	7.6	....	14.5	59.4	....	100.0	5.5
10—19	24.3	7.5	3.7	....	40.6	....	....	11.0
20	72.8	84.3	96.3	85.5	....	....	....	83.3
No. Reported	382	503	492	55	32	....	4	1,468
			South Dakota					
1—3	5.8	2.2	....	....	....	....	3.3	3.4
4—9	12.7	6.1	....	....	....	....	6.2	7.6
10—19	17.1	16.9	9.9	....	40.0	....	5.3	16.5
20	64.4	74.8	90.1	....	60.0	....	85.2	72.5
No. Reported	677	628	142	....	125	....	243*	1,815

* The 243 head listed under "Other" for South Dakota includes 239 head for which the source was not known.

OTHER FEEDER CATTLE AND CALVES
(Excluding Steers and Heifers and Calves Under 500 lbs.)

Lot Size	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Assoc.	Other	Total
			East North Central States					
1—3	65.3	69.7	....	100.0	6.7	....	8.7	53.7
4—9	21.2	18.9	....	....	9.8	....	....	16.5
10—19	....	11.4	....	....	8.3	....	60.9	10.4
20	13.5	....	....	....	75.2	....	30.4	19.4
No. Reported	222	333	....	9	133	....	46	743
			West North Central States					
1—3	8.7	19.4	28.6	....	....	....	....	11.0
4—9	7.3	41.8	....	....	....	....	....	11.1
10—19	16.0	38.8	71.4	....	100.0	....	....	24.2
20	68.0	....	....	100.0	....	....	....	53.7
No. Reported	356	67	35	20	10	....	....	488

TABLE IX—13

Percentage of Non-Feeder Cattle and Calves Purchased by Farmers in Various Lot sizes, by Source, East North Central and West North Central States

Lot Size	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Assoc.	Other	Total
			East North Central States					
1—3	36.2	53.0	14.2	4.3	22.5	100.0	30.1	40.0
4—9	21.3	28.2	10.0	11.8	15.3	....	13.1	22.5
10—19	18.1	13.3	15.0	....	9.0	....	2.8	11.7
20	24.4	5.5	60.8	83.9	53.2	....	54.0	25.8
No. Reported	553	2,281	120	186	809	2	359	4,310
			West North Central States					
1..3	15.3	31.6	9.3	100.0	20.0	4.1	19.9	23.0
4—9	18.4	25.5	22.2	....	21.6	16.7	16.2	21.6
10—19	24.4	16.8	68.5	....	21.1	79.2	11.6	20.7
20	41.9	26.1	....	....	37.3	....	52.3	34.7
No. Reported	2,190	2,308	54	2	389	24	327	5,294

TABLE IX—14

Percentage of Hogs and Pigs Purchased by Farmers in Various Lot Sizes, by Source, East North Central and West North Central States, 1956

Lot Size	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Assos.	Other	Total
			FEEDER PIGS					
			East North Central States					
1—3	.6	1.5	....	. .	.6	....	....	.9
4—9	4.0	6.3	....	3.8	1.9	....	.9	4.5
10—19	10.7	17.0	....	27.1	7.3	33.3	2.0	12.5
20	84.7	75.2	100.0	69.1	90.2	66.7	97.1	82.1
No. Reported	4,547	6,891	90	188	1,909	48	1,428	15,101
			West North Central States					
1—3	.6	.6	....	....	.1	....	.8	.5
4—9	7.2	3.9	....	100.0	.8	....	2.6	4.5
10—19	24.3	11.1	12.5	....	6.9	....	7.0	14.6
20	67.9	84.4	87.5	....	92.2	. . .	89.6	80.4
No. Reported	3,490	4,738	240	18	1,444	. . .	805	10,735
			NON-FEEDER HOGS AND PIGS					
			East North Central States					
1—3	19.2	32.1	16.7	12.5	81.5	100.0	56.9	30.7
4—9	16.3	33.8	....	87.5	18.5	....	....	29.6
10—19	16.6	26.9	83.3	....	....	...	....	24.0
20	47.9	7.2	....	....	....	.	43.1	15.7
No. Reported	380	1,488	12	16	27	1	51	1,975
			West North Central States					
1—3	44.8	38.2	....	14.3	10.9	100.0	46.9	35.4
4—9	29.3	24.5	....	....	9.3	....	....	21.5
10—19	....	13.3	....	85.7	6.7	....	53.1	13.2
20	25.9	24.0	....	....	73.1	....	....	29.9
No. Reported	174	895	....	14	193	2	64	1,342

TABLE IX—15

Percentage of Sheep and Lambs Purchased by Farmers in Various lot Sizes, by Source, East North Central and West North Central States, 1956

Lot Size	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Assos.	Other	Total
			FEEDER SHEEP AND LAMBS					
			East North Central States					
1—3	.1	1.9	....	....	....	....	....	.3
4—9	....	8 7	....	....	.6	....	....	1.2
10—19	....	15.7	....	5.2	....	....	3.1	2.4
20	99.9	73.7	100.0	94.8	99.4	....	96.9	96.1
No. Required	1,402	657	1,676	192	859	....	324	5,110
			West North Central States					
1—3	....	.3	....	....	....	....	....	.1
4—9	.2	....	....	....	....	....	....	.1
10—19	.4	.7	....	....	....	....	....	.2
20	99.4	99.0	100.0	....	100.0	....	100.0	99.6
No. Reported	2,809	2,462	91	....	4,163	....	574	10,099
			NON-FEEDER SHEEP AND LAMBS					
			East North Central States					
1—3	7.9	10.9	....	.6	.2	....	2.8	3.5
4—9	7.3	7.1	1.2	....	.8	....	2.5	2.7
10—19	12.1	15.2	....	....	10.7	....	6.1	7.0
20	72.7	66.8	98.8	99.4	88.3	....	88.6	86.8
No. Reported	165	689	519	676	590	....	280	2,919
			West North Central States					
1—3	1.9	3.3	.3	....	.2	....	.7	1.8
4—9	3.9	2.7	....	....	.4	....	3.9	2.0
10—19	14.5	6.9	16.0	....	.7	....	23.5	7.6
20	79.7	87.1	83.7	....	98.7	....	71.9	88.6
No. Reported	847	1,891	374	....	1,430	....	153	4,695

TABLE IX–16

Percentage of Cattle and Calves Sold by Farmers at Various Distances, by Size of Lot, by Class, East North Central and West North Central States, 1956

Lot Size	0–49	50–99	100 or More	No. Reported
SLAUGHTER STEERS AND HEIFERS				
East North Central States				
1–3	73.3	18.3	8.4	924
4–9	65.1	23.2	11.7	3,292
10	39.4	36.5	24.1	14,539
Total	45.6	33.3	21.1	18,755
West North Central States				
1–3	38.5	27.0	34.5	699
4–9	29.9	32.9	37.2	2,134
10	26.0	26.5	47.5	14,399
Total	27.0	27.3	45.7	17,232
OTHER SLAUGHTER CATTLE AND CALVES				
East North Central States				
1–3	77.0	20.0	3.0	14,486
4–9	76.5	19.3	4.2	5,039
10	75.9	18.3	5.8	1,193
Total	76.9	19.7	3.4	20,718
West North Central States				
1–3	30.3	34.1	35.6	3,869
4–9	48.2	30.4	21.4	4,107
10	34.9	38.8	26.3	3,353
Total	38.1	34.2	27.7	11,329
FEEDER CATTLE AND CALVES				
East North Central States				
1–3	99.9	.05	.05	768
4–9	93.2	4.0	2.8	423
10	97.6	.6	1.8	1,634
Total	97.2	1.2	1.6	2,825
West North Central States				
1–3	65.0	19.8	15.2	832
4–9	56.0	23.5	20.5	2,759
10	44.7	29.5	25.8	20,880
Total	46.7	28.5	24.8	24,471
BREEDING CATTLE AND CALVES				
East North Central States				
1–3	91.2	3.5	5.3	776
4–9	88.3	4.4	7.3	618
10	93.5	4.2	2.3	614
Total	91.1	3.9	5.0	2,008
West North Central States				
1–3	88.2	7.0	4.8	525
4–9	90.6	.8	8.6	508
10	64.7	18.1	17.2	1,050
Total	76.9	11.1	12.0	2,083

TABLE IX—17

Percentage of Hogs and Pigs Sold by Farmers at Various Distances, by Size of Lot, by Class, East North Central and West North Central States, 1956

Lot Size	0—49	50—99	100 or More	No Reported
		SLAUGHTER HOGS		
		East North Central States		
1—3	92.0	6.6	1.4	5,227
4—9	85.0	11.7	3.3	10,557
10	76.1	16.0	7.9	110,878
Total	77.5	15.2	7.3	126,662
		West North Central States		
1—3	39.3	31.5	29.2	1,224
4—9	43.9	32.4	23.7	5,307
10	40.0	40.9	19.1	56,986
Total	40.3	40.0	19.7	63,517
		FEEDER HOGS		
		East North Central States		
1—3	93.9	6.1	....	49
4—9	98.9	1.1	....	402
10	90.4	8.3	1.3	6,141
Total	90.4	8.4	1.2	6,592
		West North Central States		
1—3	85.5	5.5	9.0	55
4—9	77.6	6.1	16.3	344
10	89.3	4.1	6.6	7,420
Total	88.7	4.1	7.2	7,819
		BREEDING HOGS		
		East North Central States		
1—3	80.2	4.8	15.0	147
4—9	80.7	7.4	11.9	176
10	87.9	5.9	6.2	739
Total	85.6	6.0	8.4	1,062
		West North Central States		
1—3	96.3	3.7	....	81
4—9	100.0	....	....	183
10	94.0	....	6.0	368
Total	96.0	.5	3.5	632

TABLE IX–18

Percentage of Sheep and Lambs Sold by Farmers at Various Distances, by Size of Lot, by Class, East North Central and West North Central States, 1956

Lot Size	0–49	50–99	100 or More	No. Reported
		SLAUGHTER SHEEP		
		East North Central States		
1–3	77.0	16.2	6.8	234
4–9	79.5	14.1	6.4	1,085
10	51.4	34.0	14.6	12,828
Total	54.1	32.1	13.8	14,147
		West North Central States		
1–3	23.2	41.5	35.3	99
4–9	45.0	25.1	29.9	354
10	38.3	13.9	47.8	15,640
Total	38.3	14.3	47.4	16,093
		FEEDER SHEEP AND LAMBS		
		East North Central States		
1–3	100.0	....	....	43
4–9	99.9	.06	.07	119
10	85.3	12.2	2.5	1,672
Total	85.8	11.4	2.8	1,834
		West North Central States		
1–3	14.3	71.4	14.3	7
4–9	31.6	26.3	42.1	19
10	31.0	22.7	46.3	4,608
Total	30.9	22.8	46.3	4,634
		BREEDING SHEEP AND LAMBS		
		East North Central States		
1–3	80.4	10.9	8.7	46
4–9	100.0	....	....	34
10	97.8	.2	....	433
Total	96.4	2.9	.7	513
		West North Central States		
1–3	100.0	....	....	21
4–9	100.0	....	....	69
10	88.5	....	11.5	1,694
Total	89.1	....	10.9	1,784

TABLE IX—19

Percentage of Cattle and Calves Purchased by Farmers at Various Distances, by Class of Livestock and Size of Lot, 1956

Lot Size	0—49	50—99	100 or More	No. Reported
		FEEDER CATTLE AND CALVES		
		East North Central States		
1—3	98.9	1.1	.	635
4—9	93.8	4.6	1.6	1,120
10	50.1	13.1	36.8	12,606
Total	55.7	11.9	32.4	14,361
		West North Central States		
1—3	96.9	3.1	...	196
4—9	89.2	8.4	2.4	826
10	62.8	16.8	20.4	14,690
Total	64.6	16.2	19.2	15,712
		NON-FEEDER CATTLE AND CALVES		
		East North Central States		
1—3	94.3	3.5	2.2	1,705
4—9	90.9	6.4	2.7	924
10	64.3	8.2	27.5	1,500
Total	82.6	5.9	11.5	4,129
		West North Central States		
1—3	86.8	8.2	5.0	1,095
4—9	85.0	10.3	4.7	1,001
10	58.6	5.9	35.5	2,702
Total	70.6	7.4	22.0	4,798

TABLE IX—20

Percentage of Hogs Purchased by Farmers at Various Distances, by Class of Livestock and Size of Lot, 1956

Lot Size	0—49	50—99	100 or More	No. Reported
		FEEDER HOGS AND PIGS		
		East North Central States		
1—3	97.1	2.9	....	139
4—9	95.7	4.3	....	644
10	81.4	6.7	11.9	13,105
Total	82.3	6.5	11.2	13,888
		West North Central States		
1—3	97.4	....	2.6	39
4—9	96.0	....	4.0	326
10	82.3	12.1	5.6	8,971
Total	82.9	11.6	5.5	9,336
		NON-FEEDER HOGS AND PIGS		
		East North Central States		
1—3	94.4	3.4	2.2	589
4—9	100.0	....	....	469
10	98.3	....	1.7	831
Total	97.5	1.1	1.4	1,889
		West North Central States		
1—3	90.9	3.7	5.4	430
4—9	96.7	3.3	....	242
10	91.6	....	8.4	559
Total	92.4	1.9	5.7	1,231

TABLE IX–21

Percentage of Sheep and Lambs Purchased by Farmers at Various Distances, by Class of Livestock and Size of Lot, 1956

Lot Size	0–49	50–99	100 or More	No. Reported
FEEDER SHEEP AND LAMBS				
East North Central States				
1–3	24.2	75.8	....	62
4–9	100.0	....	....	62
10	36.4	21.0	42.6	4,867
Total	37.0	21.4	41.6	4,991
West North Central States				
1–3	....	....	....	.....
4–9	....	....	....	.....
10	33.5	16.6	49.9	7,557
Total	33.5	16.6	49.9	7,562
NON-FEEDER SHEEP AND LAMBS				
East North Central States				
1–3	90.1	4.9	5.0	101
4–9	54.8	24.7	20.5	73
10	63.4	7.3	29.3	2,724
Total	64.1	7.7	28.2	2,898
West North Central States				
1–3	86.1	7.6	6.3	79
4–9	90.6	6.6	2.8	181
10	54.9	21.8	23.3	4,093
Total	56.9	21.0	22.1	4,353

TABLE IX–22

Percentage of Cattle and Calves Sold by Farmers at Various Distances, by Outlet, East North Central and West North Central States, 1956

Distance	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other	Total
SLAUGHTER STEERS AND HEIFERS								
East North Central States								
1–9	.1	31.3	50.9	33.2	9.9	82.6	36.5	11.9
10–24	2.8	37.9	13.4	42.6	21.4	13.8	16.5	13.9
25–49	17.2	22.0	34.5	12.0	27.7	2.8	4.6	19.4
50–99	47.8	7.3	.6	12.2	26.8	.8	5.9	33.4
100	32.1	1.5	.6	....	14.2	....	36.5	21.4
No. Reported	1,077	3,554	701	744	2,190	247	219	18,732
West North Central States								
1–9	.1	21.3	16.0	38.5	4.0	29.8	2.6	2.4
10–24	8.6	38.0	36.0	61.5	2.5	44.7	10.7	10.9
25–49	6.4	30.6	25,7	....	19.3	19.1	6.6	9.5
50–99	32.3	7.2	22.3	....	57.4	6.4	49.7	33.0
100	52.6	2.9	....	....	16.8	....	30.4	44.2
No. Reported	17,769	1,547	381	39	1,841	94	1,000	22,671
OTHER SLAUGHTER CATTLE AND CALVES								
East North Central States								
1–9	.5	38.1	76.1	71.7	42.6	85.4	58.4	37.0
10–24	5.0	43.1	18.8	16.8	28.4	14.6	37.0	25.4
25–49	29.0	17.3	4.3	11.3	17.8	....	3.0	17.3
50–99	53.7	1.4	.7	.2	10.4	....	.5	16.8
100	11.8	.1	.1	....	.8	....	1.1	3.5
No. Reported	5,573	6,281	2,463	1,302	2,573	48	1,856	20,096
West North Central States								
1–9	.2	19.5	35.4	8.3	23.9	30.5	23.7	8.7
10–24	4.6	29.2	19.8	83.4	20.2	25.4	6.2	12.8
25–49	11.5	30.5	22.2	8.3	16.2	3.4	2.2	16.9
50–99	38.2	19.3	22.5	....	31.4	40.7	55.8	32.5
100	45.5	1.5	.1	....	8.3	....	12.1	29.1
No. Reported	8,194	3,496	520	24	771	59	274	13,338

TABLE IX—22 Continued

Percentage of Cattle and Calves Sold by Farmers at Various Distances, by Outlet, East North Central and West North Central States, 1956

Distance	Terminal	Auction	Dealer	Local Market	Other Farmer	Other	Total
FEEDER STEERS AND HEIFERS AND CALVES UNDER 500 LBS.							
East North Central States							
1–9	...	42.4	32.9	77.1	70.6	1.7	47.9
10–24	...	41.1	54.8	22.9	17.0	58.5	31.4
25–49	63.2	16.3	12.3	....	10.2	36.4	17.0
50–99	4.5	.2	....	....	2.2	....	1.3
100	32.3	....	....	....	....	3.4	2.4
No. Reported	133	484	365	35	834	118	1,969
West North Central States							
1–9	3.6	13.1	29.7	....	31.7	12.7	15.8
10–24	2.2	28.1	13.0	63.0	18.5	11.2	19.4
25–49	9.6	30.5	13.1	25.9	9.8	19.5	21.1
50–99	17.0	25.5	17.0	11.1	4.8	25.1	19.9
100	67.6	2.8	27.2	....	35.2	31.5	23.8
No. Reported	6,276	16,138	4,129	27	4,026	410	31,006
OTHER FEEDER CATTLE AND CALVES							
East North Central States							
1–9	...	39.0	38.3	88.9	68.8	3.2	43.3
10–24	....	50.4	38.1	....	19.9	....	33.9
25–49	50.0	9.2	1.8	11.1	11 3	....	5.3
50–99	50.0	1.4	15.8	....	...	96.8	14.4
100	....	....	6.0	....	....	....	3.1
No. Reported	4	492	1,338	9	574	155	2,572
West North Central States							
1–9	1.8	37.4	72.5	...	65.9	....	39.0
10–24	1.8	23.7	15.4	100.0	10.2	18.2	18.5
25–49	11.0	16.8	2.2	....	....	....	12.3
50–99	33.1	20.4	1.1	....	....	....	17.5
100	52.3	1.7	8.8	....	23.9	81.8	12.7
No. Reported	109	519	91	2	88	11	820
BREEDING CATTLE AND CALVES							
East North Central States							
1–9	....	40.9	31.6	68.4	67.6	43.1	56.1
10–24	....	48.0	47.3	31.6	18.1	6.9	27.6
25–49	66.7	9.9	5.2	....	7.2	8.6	7.2
50–99	....	1.2	8.8	....	3.0	12.1	4.2
100	33.3	....	7.1	....	4.1	29.3	4.9
No. Reported	6	254	408	38	1,258	58	2,022
West North Central States							
1–9	32.1	19.3	33.5	100.0	45.3	12.9	34.8
10–24	5.4	38.7	39.9	....	19.9	7.1	25.8
25–49	2.7	28.1	15.9	....	5.6	14.3	13.2
50–99	1.1	12.0	2.6	....	18.0	8.6	13.1
100	58.7	1.9	8.1	....	11.2	57.1	13.1
No. Reported	184	700	233	11	1,191	70	2,389

TABLE IX–23

Percentage of Hogs and Pigs Sold by Farmers at Various Distances, by Outlet, by State, 1956

Distance	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other	Total
			SLAUGHTER HOGS AND PIGS					
			East North Central States					
1–9	2.0	32.7	63.1	58.2	40.9	59.1	38.3	32.2
10–24	8.2	50.9	16.7	34.7	34.7	30.6	43.3	26.6
25–49	33.2	15.2	5.8	6.9	16.9	3.3	1.0	18.8
50–99	37.8	1.2	.2	.2	6.9	7.0	13.6	15.2
100	18.8	....	14.2	....	.6	....	3.8	7.2
No. Reported	44,503	11,468	3,600	36,969	27,160	242	3,514	127,456
			West North Central States					
1–9	.2	31.9	60.9	38.3	32.1	100.0	8.2	17.2
10–24	6.2	42.3	26.8	53.2	22.2	....	9.9	17.3
25–49	11.8	19.9	10.2	7.4	22.9	....	8.4	15.2
50–99	52.6	3.1	.8	1.1	17.6	....	32.4	32.5
100	29.2	2.8	1.3	....	5.2	....	41.1	17.8
No. Reported	41,783	11,744	5,781	1,309	18,293	46	2,100	81,056
			FEEDER HOGS AND PIGS					
			East North Central States					
1–9		....	24.2	47.8	75.0	64.1	27.1	47.6
10–24		....	52,6	34.2	25.0	25.9	....	33.5
25–49		....	20.0	1.3	....	9.0	6.2	9.5
50–99		100.0	3.2	11.1	....	1.0	66.7	7.9
100		....	....	5.6	....	....	....	1.5
No. Reported		125	1,845	1,913	16	3,222	225	7,346
			West North Central States					
1–9		4.8	25.9	45.3	31.9	35.0	17.1	30.5
10–24		47.8	38.3	29.5	68.1	26.7	51.5	35 3
25–49		1.9	24.4	5.1	....	22.8	28.5	20.1
50–99		22.3	7.8	4.9	....	1.6	.6	4.4
100		23.2	3.6	15.2	....	13.9	2.3	9.7
No. Reported		310	2,546	1,529	116	3,324	1,377	9,202
			BREEDING HOGS AND PIGS					
			East North Central States					
1–9		....	53.6	17.8	100.0	39.7	....	40.4
10–24		....	34.6	82.2	....	31.8	....	34.1
25–49		....	5.9	....	....	18.6	100.0	16.7
50–99		....	5.9	....	....	6.9	....	6.4
100		....	....	....	....	3.0	....	2.4
No. Reported		....	153	45	1	793	12	1,004
			West North Central States					
1–9		....	11.0	50.0	....	42.2	.3	22.0
10–24		100.0	71.7	50.0	....	35.9	34.1	42.9
25–49		....	17.3	....	....	4.7	....	5.7
50–99		....	....	....	....	6.8	....	3.1
100		....	....	....	....	10.4	65.6	26.3
No. Reported		3	191	6	....	424	305	929

TABLE IX–24

Percentage of Sheep and Lambs Sold by Farmers at Various Distances, by Outlet, by State, 1956

Distance	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer	Other	Total
SLAUGHTER SHEEP AND LAMBS								
East North Central States								
1–9	.6	31.1	48.9	62.1	15.7	....	20.1	17.4
10–24	1.8	53.9	31.2	30.9	26.7	99.0	48.0	25.4
25–49	12.1	13.7	....	7.0	18.0	1.0	9.5	11.7
50–99	58.3	1.3	19.9	....	7.5	....	17.8	30.7
100	27.2	....	....	....	32.1	....	4.6	14.8
No. Reported	6,865	3,839	317	1,195	604	202	1,281	14,303
West North Central States								
1–9	.1	59.2	99.1	....	12.0	....	....	8.1
10–24	1.2	21.3	.9	....	1.4	....	1.3	2.0
25–49	23.0	6.9	....	....	54.1	....	....	27.5
50–99	15.5	8.7	....	....	13.5	....	80.1	15.2
100	60.2	3.9	....	....	19.0	....	18.6	47.2
No. Reported	12,227	667	572	....	3,395	....	236	17,097
FEEDER SHEEP AND LAMBS								
East North Central States								
1–9		....	....	....	82.9	25.4	....	34.5
10–24		....	....	100.0	17.1	12.6	....	23.7
25–49		....	45.4	....	....	42.9	....	22.7
50–99		....	54.6	....	....	19.1	....	17.0
100		100.0	....	....	....	....	....	2.1
No. Reported		23	220	156	350	350	....	1,099
West North Central States								
1–9		....	4.0	4.9	....	48.7	17.6	11.9
10–24		....	11.5	31.9	....	....	....	15.4
25–49		....	21.2	2.4	....	5.4	....	4.4
50–99		8.4	57.0	29.9	....	....	....	21.6
100		91.6	6.3	30.9	....	45.9	82.4	46.7
No. Reported		1,167	504	2,058	....	872	34	4,635
BREEDING SHEEP AND LAMBS								
East North Central States								
1–9		....	27.8	....	....	55.4	....	44.4
10–24		11.1	70.9	....	100.0	18.6	89.5	27.0
25–49		....	1.3	....	....	20.5	10.5	15.6
50–99		55.6	....	....	....	2.1	....	2.3
100		33.3	....	100.0	....	3.4	....	10.7
No. Reported		9	79	50	11	478	19	646
West North Central States								
1–9		....	3.3	....	....	23.9	....	18.6
10–24		....	7.0	....	....	5.3	....	5.1
25–49		100.0	51.6	4.3	....	44.1	....	42.1
50–99		....	27.8	....	....	26.7	....	24.6
100		....	10.3	95.7	....	....	....	9.6
No. Reported		3	273	141	....	1,275	....	1,692

TABLE IX–25

Percent of Cattle and Calves Obtained by Farmers from Various Distances, by Source, by States, 1956

Distance (miles)	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Ship. Assn.	Other	Total
Illinois								
0–9	51.3	73.6	9.6	100.0	61.4	....	12.8	50.9
10–24	15.5	20.7	11.4	....	6.6	....	1.1	10.9
25–49	10.6	2.0	17.2	...	12.3	....	61.9	12.6
50–99	20.0	3.0	22.0	....	6.0	....	5.9	11.9
100	2.6	.7	39.8	....	13.7	....	18.3	13.7
No. Reported	2,265	1,036	617	103	2,334	....	2,094	7,438
Indiana								
0–9	16.2	46.3	....	69.2	29.4	....	52.2	28.1
10–24	30.3	28.9	....	30.8	27.5	....	21.7	25.7
25–49	24.7	4.8	24.3	....	17.4	39.4	26.1	16.8
50–99	4.5	1.2	65.7	....	12.1	....	....	10.9
100	24.3	18.8	10.0	....	13.6	60.6	....	18.5
No. Reported	907	847	268	65	881	66	23	3,057
Kentucky								
0–9	37.5	68.3	11.8	87.9	38.3	....	26.2	52.0
10–24	32.4	13.6	1.1	12.1	34.2	....	....	17.9
25–49	24.6	12.1	....	....	15.8	....	35.7	14.2
50–99	5.5	5.5	11.3	....	....	....	16.7	5.8
100	....	.5	75.8	....	11.7	....	21.4	10.1
No. Reported	411	837	186	66	120	....	42	1,662
Michigan								
0–9	5.4	28.7	20.8	39.7	28.7	....	43.7	24.5
10–24	21.0	20.6	2.5	58.7	23.3	....	25.0	22.8
25–49	39.4	10.7	7.5	1.6	4.5	....	18.8	14.5
50–99	29.8	5.0	12.5	....	....	....	....	15.6
100	4.4	35.0	56.7	....	43.5	....	12.5	22.6
No. Reported	315	778	120	126	223	....	16	1,578
Ohio								
0–9	38.5	60.8	....	2.6	37.4	100.0	19.9	33.4
10–24	25.4	25.8	....	55.4	20.8	....	2.7	25.4
25–49	15.9	6.1	....	....	9.2	....	.2	7.7
50–99	8.8	2.5	16.2	11.0	10.8	....	30.3	11.1
100	11.4	4.8	83.8	31.0	21.8	....	46.9	22.4
No. Reported	904	685	130	616	1,333	1	412	4,081
Wisconsin								
0–9	38.5	78.4	16.5	....	59.4	....	100.0	62.9
10–24	50.3	17.6	83.5	100.0	34.3	....	....	25.5
25–49	8.4	3.6	....	....	6.3	....	....	4.7
50–99	1.4	.2	....	....	....	....	....	.3
100	1.4	.2	....	....	....	100.0	....	6.6
No. Reported	143	415	6	1	143	50	27	785
Kansas								
0–9	21.8	15.4	3.7	....	13.0	....	16.6	18.4
10–24	21.0	12.5	55.7	....	2.3	....	1.9	20.3
25–49	37.8	19.7	10.9	....	2.7	....	.2	28.4
50–99	5.6	25.0	13.4	....	....	....	19.2	11.1
100	13.8	27.4	16.3	....	82.0	....	62.1	21.8
No. Reported	6,228	2,080	823	....	246	....	688	10,065

TABLE IX–25 Continued

Percent of Cattle and Calves Obtained by Farmers from Various Distances, by Source, by States, 1956

			Minnesota					
0–9	27.6	46.8	46.8	77.7	36.2	100.0	....	34.1
10–24	14.8	25.3	25.2	22.3	47.2	....	20.6	22.1
25–49	10.9	10.2	10.1	....	.8	....	33.0	7.7
50–99	6.3	4.2	13.5	....	15.8	....	46.4	7.4
100	40.4	13.5	....	....	....	....	....	28.7
No. Reported	1,167	681	275	9	398	19	97	2,770
			Missouri					
0–9	22.9	41.4	....	....	77.7	....	36.0	30.4
10–24	25.0	21.0	.9	....	12.4	....	56.0	16.3
25–49	30.3	10.5	36.4	....	5.4	....	....	20.5
50–99	5.0	15.0	10.0	....	4.5	100.0	8.0	13.3
100	16.8	12.1	52.7	....	....	....	....	19.5
No. Reported	781	775	528	....	355	120	25	2,584
			Nebraska					
0–9	10.6	16.9	....	....	....	100.0	....	10.2
10–24	19.8	8.2	....	....	.2	....	....	15.8
25–49	28.7	8.0	....	....	14.9	....	100 0	23.8
50–99	25.2	47.0	100.0	....	55.2	....	....	32.8
100	15.7	20.0	....	....	29.7	....	....	17.4
No. Reported	3,749	711	108	....	495	1	1	5,065
			North Dakota					
0–9	1.9	47.5	....	36.0	7.9	....	....	22.4
10–24	21.4	33.8	....	53.3	39.5	....	36.4	23.4
25–49	19.5	5.6	10.0	10.7	3.9	....	....	10.2
50–99	54.8	5.1	90.0	....	17.1	....	9.1	38.4
100	2.5	7.9	....	....	31.6	100.0	54.5	5.7
No. Reported	481	851	492	75	76	4	11	1,990
			South Dakota					
0–9	4.7	45.5	....	....	19.1	100.0	36.4	21.3
10–24	27.1	21.7	9.2	....	21.9	....	9.1	23.6
25–49	36.5	14.9	....	....	1.1	....	54.5	23.8
50–99	5.5	10.4	84.2	....	50.8	....	....	14.7
100	26.2	7.5	6.6	....	7.1	....	....	16.6
No. Reported	1,347	1,061	152	....	183	1	11	2,755

TABLE IX–26

Percent of Hogs and Pigs Obtained by Farmers from Various Distances by Source, by States, 1956

Distance (miles)	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Ship. Assn.	Other	Total
				Illinois				
0–9	23.2	48.8	....	100.0	13.4	....	.9	36.1
10–24	13.0	22.2	....	....	17.9	....	....	17.8
25–49	22.0	17.7	....	....	43.9	....	52.2	22.2
50–99	.1	1.8	....	....	24.8	....	....	2.7
100	41.7	9.5	....	....	....	....	46.9	21.2
No. Reported	1,961	3,089	....	36	403	....	209	5,698
				Indiana				
0–9	8.4	63.4	....	....	14.4	....	81.6	42.3
10–24	66.8	34.9	....	....	8.9	...	....	29.8
25–49	11.2	1.3	100.0	....	51.2	....	....	17.2
50–99	13.6	.4	....	....	.1	....	1.1	2.8
100	....	....	....	....	25.6	....	17.3	7.9
No. Reported	626	1,574	90	....	821	....	376	3,487
				Kentucky				
0–9	....	74.7	....	....	76.6	....	....	65.9
10–24	93.5	15.5	....	....	20.8	...	....	24.5
25–49	....	2.1	....	....	2.6	....	....	1.9
50–99	6.5	7.7	....	....	....	....	....	2.5
100	....	....	....	....	....	....	100.0	5.2
No. Reported	191	601	....	....	77	....	46	915
				Michigan				
0–9	.4	49.8	....	100.0	....	....	100.0	26.3
10–24	64.1	39.2	....	....	1.3	....	....	47.0
25–49	33.5	4.9	....	....	80.8	....	....	21.7
50–99	2.0	6.0	....	....	17.9	....	....	4.9
100	....	.1	....	....	....	....	....	.1
No. Reproted	568	638	....	21	78	....	3	1,308
				Ohio				
0–9	16.7	44.3	....	30.6	13.1	....	81.8	30.9
10–24	49.4	29.4	....	68.0	86.9	....	18.2	43.6
25–49	29.0	9.6	....	1.4	....	....	....	15.6
50–99	2.5	16.7	....	....	....	....	....	9.1
100	2.4	....	....	....	....	....	....	.8
No. Reported	1,351	1,783	....	147	328	....	22	3,631
				Wisconsin				
0–9	47.8	63.7	16.7	....	24.6	....	....	47.3
10–24	19.3	14.0	83.3	....	8.5	....	....	14.0
25–49	32.9	21.1	....	....	....	75.0	....	22.7
50–99	....	.2	....	....	66.9	25.0	....	15.5
100	....	1.0	....	....	....	....	....	.5
No. Reported	228	479	12	....	203	64	....	986
				Kansas				
0–9	35.3	68.9	....	....	73.0	....	....	47.1
10–24	34.4	14.4	....	....	27.0	....	....	28.0
25–49	20.5	....	....	....	....	....	....	13.4
50–99	9.8	.4	....	....	....	....	....	6.6
100	....	16.3	....	....	....	....	....	4.9
No. Reported	567	264	....	....	37	....	....	868
				Minnesota				
0–9	45.1	68.5	60.0	22.2	5.5	....	26.8	41.3
10–24	19.6	26.4	40.0	....	27.6	....	13.4	25.2
25–49	14.8	1.4	....	77.8	15.0	....	29.5	9.9
50–99	....	3.6	....	....	7.4	....	30.3	5.2
100	20.5	.1	....	....	44.5	....	....	18.4
No. Reported	479	1,192	50	18	928	....	112	2,779
				Missouri				
0–9	10.9	19.1	100.0	14.3	21.2	....	2.0	16.8
10–24	30.1	13.7	....	85.7	76.1	....	5.1	19.8
25–49	48.6	67.1	....	....	2.7	....	10.9	54.1
50–99	6.3	....	....	....	....	....	82.0	2.1
100	4.1	.1	....	....	....	....	....	7.2
No. Reported	980	3,404	30	14	287	....	392	5,107

TABLE IX–26 Continued

Percent of Hogs and Pigs Obtained by Farmers from Various Distances, by Source by States, 1956

				Nebraska				
0–9	36.3	42.5	....	....	95.2	....	....	38.0
10–24	38.4	28.6	....	....	....	....	....	35.9
25–49	20.0	22.5	....	....	....	....	....	20.0
50–99	.9	....	100.0	....	....	....	....	1.3
100	4.3	6.4	....	....	4.7	....	....	4.7
No. Reported	1,241	280	10	....	21	....	....	1,552
				North Dakota				
0–9	.7	34.5	....	....	....	....	....	7.5
10–24	9.7	17.2	....	....	100.0	....	....	13.0
25–49	68.1	44.9	12.5	....	....	....	....	37.7
50–99	14.6	2.3	87.5	....	....	....	....	39.2
100	6.9	1.1	....	....	....	....	....	2.6
No. Reported	144	87	160	....	25	....	....	416
				South Dakota				
0–9	8.7	73.5	....	....	1.9	100.0	100.0	31.3
10–24	29.4	11.9	....	....	....	....	....	14.4
25–49	61.9	.3	....	....	26.8	....	....	28.6
50–99	....	....	....	....	71.3	....	....	20.4
100	....	14.3	....	....	....	....	....	5.3
No. Reported	265	294	....	....	224	2	1	786

TABLE IX–27

Percent of Sheep and Lambs Obtained by Farmers from Various Distances by Source, by States, 1956

Distance (miles)	Auction	Other Farmer	Terminal	Local Market	Dealer	Coop. Ship. Assn.	Other	Total
				Illinois				
0–9	....	73.4	....	....	....	....	.4	4.6
10–24	2.6	17.0	....	....	47.9	....	....	14.8
25–49	.5	2.8	....	100.0	37.1	....	....	10.5
50–99	.3	2.8	18.9	....	15.0	....	99.6	20.3
100	96.4	4.0	81.1	....	....	....	....	49.8
No. Reported	646	247	1,591	2	1,067	....	315	3,868
				Indiana				
0–9	.5	92.0	....	100.0	....	....	....	8.5
10–24	16.8	8.0	....	....	....	....	....	7.2
25–49	7.5	....	....	....	....	....	....	3.1
50–99	69.2	....	....	....	....	....	....	28.8
100	6.0	....	100.0	....	....	....	....	52.4
No. Reported	334	25	400	43	....	....	....	802
				Kentucky				
0–9	....	74.7	....	....	16.6	....	100.0	41.0
10–24	93.5	15.5	....	....	65.5	....	....	30.5
25–49	....	2.1	....	....	17.9	....	....	4.3
50–99	6.5	7.7	33.1	....	....	....	....	9.9
100	....	....	66.9	....	....	....	....	14.3
No. Reported	108	194	169	....	168	....	150	789
				Michigan				
0–9	....	17.1	....	100.0	....	....	....	16.2
10–24	30.2	39.0	....	....	....	....	....	30.3
25–49	14.9	1.1	....	....	....	....	....	5.4
50–99	54.9	5.7	....	....	....	....	....	20.6
100	....	37.0	....	....	....	....	100.0	27.5
No. Reported	268	438	....	60	....	....	67	833
				Ohio				
0–9	58.9	62.8	....	80.0	....	....	53.3	60.7
10–24	1.9	10.9	....	20.0	6.1	....	14.5	13.8
25–49	39.2	25.0	100.0	....	....	....	4.8	11.1
50–99	....	.2	....	....	....	....	....	.1
100	....	2.1	....	....	93.9	....	27.4	14.3
No. Reported	102	405	35	763	214	....	62	1,581

TABLE IX–27

Percent of Sheep and Lambs Obtained by Farmers from Various Distances by Sourse, by States, 1956

			Wisconsin					
0–9	20.0	100.0	...	....	....	....	....	21.6
10–24	80.0	...	...	....	....	....	....	78.4
25–49	....	....	...	...	....	....	....	....
50–99	....	...	...	....	...	....	..	....
100	....	....	....	....	....	....	..	....
No. Reported	50	1	....	....	....	....	....	51
			Kansas					
0–9	2.2	34.6	....	..	..	..	...	1.6
10–24	5.4	61.6	....	....	....	....	..	3.4
25–49	1.5	...	....	....	....	....	....	.5
50–99	1.3	...	....	...	...	....	....	7.6
100	89.6	3.8	100.0	....	100.0	....	....	86.9
No. Reported	1,340	78	255	....	1,910	...	....	3,583
			Minnesota					
0–9	15.6	44.0	....	..	1.6	....	....	10.7
10–24	77.8	46.0	....	....	....	....	....	13.1
25–49	...	9.1	....	....	....	....	....	1.7
50–99	6.6	.6	....	....	98.4	....	....	74.4
100	....	.3	....	....	....	....	....	.1
No. Reported	90	339	....	....	1,298	....	....	1,727
			Missouri					
0–9	100.0	32.1	....	....	....	....	100.0	11.5
10–24	....	28.5	....	....	....	....	....	16.5
25–49	....	8.0	30.6	....	100.0	....	....	60.6
50–99	....	31.4	69.4	....	....	....	....	11.4
100	....	....	....	....	....	....	....	....
No. Reported	60	137	36	....	341	....	25	599
			Nebraska					
0–9	....	....	....	....	....	....	....	....
10–24	100.0	9.7	....	....	....	....	....	8.8
25–49	....	....	....	....	....	....	....	....
50–99	....	....	....	....	....	....	....	....
100	....	90.3	100.0	....	100.0	....	....	91.2
No. Reported	5	277	50	....	30	....	....	362
			North Dakota					
0–9	56.3	25.2	....	...	....	....	....	31.9
10–24	....	5.5	....	....	....	....	....	2.9
25–49	1.1	....	47.9	....	....	....	....	10.9
50–99	35.9	11.3	37.1	....	....	....	....	17.8
100	6.7	58.0	15.0	....	....	....	....	36.5
No. Reported	284	452	124	....	....	....	....	860
			South Dakota					
0–9	31.4	16.2	....	....	51.9	....	85.7	33.7
10–24	25.3	30.5	....	....	.7	....	....	18.1
25–49	32.8	42.5	....	....	.3	....	....	24.0
50–99	10.5	10.6	....	....	47.2	....	14.3	6.7
100	....	.3	....	....	....	....	....	17.5
No. Reported	1,423	1,654	....	....	1,802	....	7	4,886

Chapter X

The Relative Importance of the Livestock Enterprise on the Farm and Outlets Used For Sale of Livestock

The trend in agriculture appears to be more and more toward specialization—the concentration on production of fewer commodities for sale on each farm. Individual farmers concentrate more on production of crops, production of dairy products or production of one or several classes of livestock for sale.

Between 1939 and 1949, very little change took place in the number of farmers selling livestock. But between 1949 and 1954, a rapid decline in number occurred. In 1939, 1,695,000 farmers in the 13 states reported sales of livestock. In 1949, the number was 1,686,000, but by 1954 it had declined to only 1,474,000, (Table X—1).

The pattern of increased concentration of production was most pronounced for hogs. The number of farmers selling hogs increased slightly between 1939 and 1949, but it declined by 27 percent between 1949 and 1954 (Table X—1). Those selling cattle and calves declined by 7.0 percent. The lesser decline in number selling cattle may be attributed mostly to the dual purpose nature of cattle which resulted in sales by specialized dairy farms as well as specialized beef farms and general livestock farms and the increase in total cattle numbers between 1949 and 1954, (Table I—5).

In the 1956 farm survey, data were obtained on the relative importance of various enterprises on the farms visited. The measure used was the percent of total cash receipts obtained from sale of livestock, from sale of dairy products, and from sale of other products and from other sources, such as off-farm labor.

Tabulation of the outlets used by farmers with varying degrees of livestock specialization has been made. To the extent that specialization becomes more important in the production of livestock for sale, and there is a relationship between specialization and outlets used, this will provide a basis for anticipating future changes in channels through which livestock will move after leaving the farm.

Amount of Livestock Sold by Farmers with Various Degrees of Livestock Specialization

The percentage of total incomes obtained by farmers from sale of livestock varied from less than 1 percent to practically 100 percent. For convenience in presentation, farmers selling livestock are grouped into four classes: first, those obtaining between 0-24 percent of their total cash receipts from sale of livestock; second, those obtaining 25-49 percent; third, those obtaining 50-74 percent; and fourth, those obtaining 75-100 percent of their cash receipts from sale of livestock.

The percentage which each of these four groups made up of total livestock sold varied between classes of livestock, between uses, and between parts of the region, (Table X—2). For slaughter steers and heifers, the percentage distribution among the four groupings of farmers was almost exactly the same in both eastern and western parts of the region. Farmers who obtained 75-100 percent of their cash receipts from sale of livestock accounted for slightly under 44 percent of the slaughter steers and heifers sold in both parts of the region. Farmers who obtained 50-74 percent of their cash receipts from livestock sales accounted for approximately 30 percent of the slaughter steers and heifers sold. Farmers in the 25-49 percent group accounted for 18 percent in each part of the region. The remainder, under 10 percent, in each part of the region was sold by farmers whose livestock enterprise accounted for less than 25 percent of the farmers' total cash receipts. Thus, for both parts of the region, approximately three-fourths of the slaughter steers and heifers were marketed by farmers who received 50 percent or more of their total cash receipts from sale of livestock.

For other slaughter cattle and calves, the percentage marketed by the farmers who obtained 50 percent or more of their cash receipts from sales of livestock was much lower. Most of the other slaughter cattle and calves (86.0 percent in the East North Central States and 59.0 percent in the West North Central States) were sold by farmers who obtained less than 50 percent of their cash receipts from sale of livestock.[1]

Sales of feeder cattle and calves by farmers in the western states were concentrated among farmers who obtained 50 percent or more of their cash receipts from sale of livestock. In contrast, in the eastern states, most of the feeder cattle and calves were sold by farmers who obtained less than 50 percent of their cash receipts from sale of livestock. In the case of breeding cattle and calves, sales in the east were concentrated among farmers who received less than 25 percent of their cash receipts from sale of livestock. In the west, sales of breeding cattle were spread fairly evenly among the four groups.

[1]It is likely that for many of the farmers selling slaughter cattle and calves, other than steers and heifers, who obtained less than 50 percent of their cash receipts from sales, dairy products accounted for a major share of the other cash receipts.

The distribution of slaughter hogs between the four groups differed between the two parts of the region. In the west, sales came mainly from farmers who obtained 50 percent or more of their cash receipts from sales of livestock. The distribution was quite similar to that for slaughter steers and heifers. In the east, farmers who obtained less than one-fourth of their cash receipts from sale of livestock accounted for 12 percent of the sales. The other 3 groups each accounted for about 30 percent.

The distribution of feeder pig sales among the four groups of farmers also differed between the parts of the region. In the east, almost three-fourths of the feeder pigs were sold by farmers who obtained less than half their cash receipts from livestock sales. In the west, feeder pig sales were somewhat more concentrated among the more specialized livestock producers. About 44 percent of the feeder pigs were sold by farmers who obtained less than one-half of their cash receipts from sale of livestock.

In the west, sheep and lamb sales were concentrated among farmers who obtained over 50 percent of their cash receipts from livestock sales. In the east, sales were somewhat more evenly distributed over the four groups of farmers, but sales by farmers who received 75 to 100 percent of their cash receipts from livestock sales made up a somewhat smaller percentage of the total compared with the other groups.

For the region as a whole, livestock sales were highly concentrated among the small percentage of farmers who received most of their cash receipts from sale of livestock.

Approximately 13 percent of the farmers obtained 75 percent or more of their cash receipts from sale of livestock. This 13 percent of the farmers accounted for approximately 44 percent of the slaughter steers and heifers, 34 percent of the slaughter hogs, 20 percent of the slaughter lambs, 39 percent of the feeder cattle, 17 percent of the feeder pigs and 44 percent of the feeder lambs reported sold by farmers interviewed. If the decline in number of farmers selling livestock of the 1949-54 period continues, the livestock sales will undoubtedly become even more concentrated in the hands of farmers who receive practically all of their cash receipts from sale of livestock. There is no evidence to indicate that this trend will not continue.

Relative Importance of the Livestock Enterprise and Outlet Used in Selling Livestock

For most major classes of livestock, the specialized livestock producer used somewhat different channels than did farmers who obtained most of their cash receipts from sources other than sale of livestock, (Tables X—3 through X—10). However, there was considerable variation among classes and areas in the relationship between percentage of cash receipts obtained from sale of livestock and outlets used. For some classes, insufficient observations were available to pinpoint relationships which may exist.

Relationship between relative importance of the livestock enterprise and outlets were more evident in the East North Central States than in the West North Central States. In the West North Central States percentage of slaughter steers and heifers sold through terminals and direct to packers increased slightly as percent of cash receipts obtained from livestock increased. The percentage sold through auctions and to dealers declined as cash receipts obtained from livestock increased.

In the East North Central States some relationship between outlet and percent of cash receipts obtained from sale of livestock was evident for all classes of slaughter livestock and for feeder cattle and calves and feeder hogs and pigs. In general, as the percentage of cash receipts obtained from livestock increased the percentages of their major classes of livestock sold through auctions and to dealers declined, and the percentage sold through terminals increased slightly. Sales of slaughter lambs through lamb pools declined as percentage of cash receipts obtained from sale of livestock increased.

Effects of Changes in Numbers of Farmers Selling Livestock on Outlets Used

The decline in the percentage that farmers make up of the population has been going on since the country was completely settled. However, in this century, the absolute number of farmers also has declined. The number of farmers selling livestock has declined at a more rapid rate than the decline in total number of farmers, (Table X—1). Sales per farm have increased greatly among the remaining farmers selling livestock.

The data collected in the study show some differences in outlets used for selling livestock between farmers who are mainly dependent on receipts from sales of livestock for a livelihood and those for whom receipts from sale of livestock represent only a small part of their total income. As the number of farmers selling livestock continues to decline, sales of most classes of livestock will be concentrated more and more in the hands of farmers who obtain most of their income from the sale of livestock. An exception is likely to be veal calves and discarded dairy cows and dairy herd replacement cattle. These classes may be sold primarily by farmers who obtain most of their incomes from sale of dairy products and very little from sale of livestock. Veal calves and cull dairy cows make up most of the slaughter cattle and calves other than steers and heifers. Of course, as the dairy enterprise grows on specialized farms and the farmer reduces other non-dairy activities, it is possible that he will tend to act more like a specialized livestock producer in selection of outlets. The data do not provide any clue to the answer to this question.

Based on the results of this survey, some effects of increased specialization are expected. It may tend to increase the amount of livestock sold through terminals and decrease the amount sold through auctions and to dealers. For some types of livestock, direct-to-packer sales may be expected to be increased as a result of the increased specialization of livestock producers.

Other factors also will influence the future pattern of livestock marketing. The general trend as seen in Chapter VIII is to place more emphasis on the advantage that nearby outlets can offer, such as: convenience, lower transportation costs, lower shrinkage, and possibly lower marketing charges. These and other reasons also influence the farmer to change marketing channels. The effects of these preferences may more than offset effects of increased specialization in livestock production. The amount of effort different types of outlets put into providing services farmers indicate they want is likely to have a major effect on the future importance of various types of markets.

TABLE X—1

Number of Farms, Number and Percentage of Farmers Selling Cattle, Hogs, and Sheep, East North Central States and West North Central States 1939, 1949 and 1954

	1939		1949		1954	
	No.	% of Total Farms	No.	% of Total Farms	No.	% of Total Farms
East North Central States	(thous.)		(thous.)		(thous.)	
No. of Farms	1,259	100.0	1,104	100.0	992	100.0
No. of Farms Reporting Sales of Livestock	854	67.8	849	76.9	718	72.4
No. of Farms Reporting Sales of Cattle	726	57.6	705	63.9	660	66.5
No. of Farms Reporting Sales of Hogs	567	45.0	561	50.8	389	39.2
No. of Farms Reporting Sales of Sheep	126	10.0	90	8.2	90	9.1
West North Central States	(thous.)		(thous.)		(thous.)	
No. of Farms	1,090	100.0	982	100.0	907	100.0
No. of Farms Reporting Sales of Livestock	841	77.2	837	85.2	756	83.4
No. of Farms Reporting Sales of Cattle	718	65 9	756	77.0	697	76.8
No. of Farms Reporting Sales of Hogs	629	57.7	634	64.6	485	53.5
No. of Farms Reporting Sales of Sheep	128	11.7	90	9.2	94	10.4

TABLE X–2

Percentage of Total Number of Farmers and Percentage of Different Classes of Livestock Sold by Farmers with Various Degrees of Livestock Specialization (Percentage of Total Income Received from Sale of Livestock) East North Central States and West North Central States, 1956

Percent of Total Cash Receipts Derived from Sale of Livestock	Percent[1] of Farmers	Slaughter Livestock				Feeder Livestock			Dairy & Breeding Livestock		
		Steers and Heifers	Other Cattle and Calves	Hogs	Sheep and Lambs	Cattle and Calves	Pigs	Lambs	Cattle and Calves	Hogs	Sheep
		Percent of each class of livestock sold by farmers with various degrees of livestock specialization									
		East North Central States									
0–24	52.3	9.7	59.2	12.5	21.1	41.9	41.9	26.3	44.3	10.8	28.1
25–49	24.4	18.0	27.1	27.1	28.4	29.4	32.9	30.2	32.8	46.4	36.6
50–74	14.6	28.9	10.3	30.9	36.9	17.0	14.0	15.3	15.8	7.9	19.9
75–100	8.7	43.5	3.4	29.5	13.6	11.6	11.2	28.2	7.1	34.9	15.4
Total No. Reported	....	18,593	20,023	125,162	13,943	2,799	6,474	1,834	2,083	1,075	512
		West North Central States									
0–24	31.7	7.0	29.8	8.9	7.2	12.9	16.3	3.0	28.2	19.3	7.2
25–49	26.1	18.2	29.6	20.2	20.8	23.4	28.1	29.3	27.5	33.7	4.5
50–74	23.4	31.3	23.8	30.9	46.2	22.5	26.9	16.5	23.7	11.6	62.8
75–100	18.8	43.5	16.8	40.0	25.8	41.2	28.7	51.2	20.6	35.4	25.5
Total No. Reported	....	23,042	12,626	82,138	17,246	32,518	9,452	4,686	2,316	731	1,847

[1]This column shows the percentage of farmers who indicated they received 0-24 percent, 25-49 percent, etc., of their total income from sale of livestock. The columns to the right of this are the percentage of total livestock in each class sold in that part of the Region by farmers who received 0-24 percent, 25-49 percent, etc., of their income from sale of livestock.

TABLE X—3

Percentage of Slaughter Cattle and Calves Sold Through Various Outlets, by Relative Importance of the Farm Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer or Locker Plant	Other Farmer	Special Auction	Lamb Pool	Coop. Shipping or Selling Assn.	Number Reported
STEERS AND HEIFERS											
East North Central States											
0—24%	35.9	34.4	9.2	2.3	6.1	8.5	3.2	0.4	...	...	1,799
25—49%	60.1	19.8	4.2	2.1	12.8	0.6	0.3	0.1	....	..	3,339
50—74%	54.7	16.5	6.2	7.9	12.6	1.3	0.3	...	.	0.5	5,373
75—100%	67.7	16.8	0.6	2.6	12.1	0.2	....	....	...	....	8,082
Total	59.5	18.9	3.7	4.0	11.8	1.4	0.5	....	....	0.2	18,593
West North Central States											
0—24%	70.4	15.6	6.9	0.8	3.2	0.7	0.7	0.1	.	1.6	1,613
25—49%	77.3	7.7	1.8	...	6.7	1.7	0.5	0.4	....	3.9	4,184
50—74%	81.8	8.3	0.7	0.3	4.6	0.1	0.1	1.3	...	2.8	7,209
75—100%	74.0	4.3	1.4	....	11.9	....	0.7	....	....	7.7	10,036
Total	76.8	6.9	1.6	0.2	8.0	0.4	0.5	0.5	....	5.1	23,042
OTHER CATTLE AND CALVES											
East North Central States											
0—24%	26.5	31.3	11.4	6.3	12.0	0.4	0.6	....	....	11.5	11,860
25—49%	29.2	28.8	15.3	7.5	13.7	0.1	0.3	....	...	5.1	5,426
50—74%	30.1	31.3	12.4	6.4	16.8	....	0.5	....	..	2.5	2,054
75—100%	34.4	48.8	3.2	2.3	9.4	....	0.4	....	...	1.5	683
Total	27.9	31.2	12.3	6.5	12.9	0.2	0.5	....	...	8.5	20,023
West North Central States											
0—24%	67.7	17.7	5.4	0.4	5.8	0.4	0.4	0.6	....	1.6	3,758
25—49%	58.8	21.0	5.1	0.1	7.8	0.5	4.5	0.5	...	1.7	3,739
50—74%	52.9	38.2	.9	....	4.2	0.1	1.5	0.1	....	2.1	3,011
75—100%	56.7	23.5	3.9	....	4.1	....	0.1	....	...	11.7	2,118
Total	59.7	24.5	4.0	0.2	5.7	0.3	1.8	0.4	....	3.4	12,626

TABLE X–4

Percentage of Slaughter Hogs Sold Through Various Outlets by Relative Importance of the Farm Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer or Locker Plant	Other Farmer	Special Auction	Lamb Pool	Coop. Shipping or Selling Assn.	Number Reported
				East North Central States							
0–24%	30.9	20.3	3.8	24.0	17.2	0.6	1.6	....	....	1.6	15,588
25–49%	32.9	10.3	4.4	24.3	25.6	0.1	0.1	....	....	2.3	33,902
50–74%	30.9	7.7	1.9	34.6	24.2	0.2	0.2	....	....	0.3	38,704
75–100%	44.1	4.9	2.1	31.4	17.3	0.1	0.1	....	....	....	36,968
Total	35.3	9.1	2.9	29.5	21.7	0.2	0.3	....	....	1.0	125,162
				West North Central States							
0–24%	49.9	14.6	11.2	3.2	18.9	0.3	0.3	....	....	1.6	7,346
25–49%	48.6	9.2	6.5	1.8	25.7	....	1.0	0.5	....	6.7	16,567
50–74%	48.8	12.2	8.2	1.9	23.5	0.1	0.3	0.8	....	4.2	25,407
75–100%	49.1	17.8	5.3	0.9	19.7	....	....	....	....	7.2	32,818
Total	49.0	14.1	7.0	1.6	22.0	0.1	0.3	0.3	....	5.6	82,138

TABLE X–5

Percentage of Slaughter Sheep and Lambs Sold Through Various Outlets by Relative Importance of the Farm Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Packer	Local Retailer or Locker Plant	Other Farmer	Special Auction	Lamb Pool	Coop. Shipping or Selling Assn.	Number Reported
				East North Central States							
0–24%	42.1	35.9	4.4	3.9	6.3	....	...	0.3	6.9	0.2	2,947
25–49%	44.3	33.7	1.1	6.1	1.9	5.1	....	1.5	6.3	....	3,962
50–74%	53.6	20.6	1.4	15.5	1.4	....	....	3.0	3.5	1.0	5,140
75–100%	59.1	18.5	2.1	3.9	14.4	....	....	....	2.0	....	1,894
Total	49.3	27.3	2.1	8.8	4.3	1.4	....	1.6	4.8	0.4	13,943
				West North Central States							
0–24%	64.0	15.6	2.0	....	18.4	....	....	....	....	....	1,237
25–49%	82.3	3.2	....	....	14.4	....	....	....	0.1	....	3,588
50–74%	66.3	1.0	6.9	....	24.0	....	....	0.7	....	1.1	7,964
75–100%	68.4	6.1	....	....	16.6	....	....	....	....	8.9	4,457
Total	70.0	3.8	3.3	....	19.7	....	....	0.3	....	2.9	17,246

TABLE X–6

Percentage of Feeder Cattle and Calves Sold Through Various Outlets by Relative Importance of the Farm Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Other Farmer	Special Auction	Coop. Shipping or Selling Assn.	Number Reported
			East North Central States					
0–24%	7.8	43.8	4.2	0.8	43.2	0.2	...	1,172
25–49%	2.1	28.8	18.3	1.1	49.4	0.3	....	824
50–74%	...	23.5	35.2	1.7	25.4	14.2	. .	477
75–100%	8.9	16.6	11.6	5.8	57.1	....	...	326
Total	4.9	32.7	14.5	1.6	43.6	2.7	....	2,799
			West North Central States					
0–24%	20.4	47.8	24.4	0.7	5.9	0.5	0.3	4,182
25–49%	23.0	50.5	8.3	...	14.5	0.6	3.1	7,598
50–74%	19.7	62.5	8.2	....	4.7	0.6	4.3	7,329
75–100%	17.4	44.9	14.4	....	21.2	0.2	1.9	13,409
Total	19.6	50.6	12.8	0.1	14.0	0.4	2.5	32,518

TABLE X–7

Percentage of Feeder Hogs and Pigs Sold Through Various Outlets by Relative Importance of the Farm Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Other Farmer	Special Auction	Coop. Shipping or Selling Assn.	Number Reported
			East North Central States					
0–24%	...	22.3	38.7	.1	38.7	....	.2	2,715
25–49%	...	25.5	31.4	.1	43.0	....	...	2,133
50–74%	...	22.4	5.5	....	72.1	...	....	905
75–100%	16.5	40.1	3.3	...	40.1	....	....	721
Total	1.8	25.4	27.7	.1	44.9	.. .	.1	6,474
			West North Central States					
0–24%	1.7	19.1	25.8	1.3	37.7	13.0	1.5	1,542
25–49%	1.8	30.2	18.9	2.0	30.0	14.5	2.4	2,660
50–74%	3.6	37.3	4.3	1.8	44.9	5.0	3.1	2,544
75–100%	5.0	14.7	20.4	...	47.1	....	12.8	2,706
Total	3.2	25.9	16.5	1.2	40.1	7.6	5.5	9,452

TABLE X–8

Percentage of Feeder Sheep and Lambs Sold Through Various Outlets by Relative Importance of the Farm Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Other Farmer	Special Auction	Coop. Shipping or Selling Assn.	Number Reported
			East North Central States					
0–24%	1.2	18.8	46.4	2.1	31.5	....	....	483
25–49%	4.1	34.5	3.1	....	58.3	....	....	554
50–74%	....	12.9	2.1	21.4	63.6	...	....	280
75–100%	....	20.7	....	56.1	23.2	....	....	517
Total	1.6	23.2	13.5	19.6	42.1	....	....	1,834
			West North Central States					
0–24%	....	24.3	...	....	75.7	....	....	140
25–49%	46.1	6.3	16.0	....	31.6	....	....	1,371
50–74%	23.2	40.6	....	....	28.7	.1	7.4	773
75–100%	13.9	2.1	76.6	....	5.9	....	1.5	2,402
Total	24.5	10.3	43.9	....	19.3	....	2.0	4,686

TABLE X–9

Percentage of Cattle and Calves Sold for Breeding, Herd or Flock, Through Various Channels and Relative Importance of the Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Other Farmer	Special Auction	Coop. Shipping or Selling Assn.	Number Reported
			East North Central States					
0–24%...........	.7	10.5	18.0	1.1	69.0	.7	...	922
25–49%...........	..	15.7	15.9	1.6	62.1	4.7	...	683
50–74%...........	...	10.3	38.0	5.2	42.9	3.6	....	329
75–100%..........	....	10.7	6.1	....	81.2	2.0	....	149
Total...............	.3	12.2	19.6	1.8	63.5	2.6	....	2,083
			West North Central States					
0–24%...........	3.2	28.3	14.2	....	48.6	.6	5.1	654
25–49%...........	.8	33.1	14.5	....	48.9	2.7	...	638
50–74%...........	3.7	27.9	4.4	....	59.8	2.7	1.5	548
75–100%..........	27.9	29.0	1.9	....	36.8	1.9	2.5	476
Total...............	7.7	29.7	9.5	....	48.9	1.9	2.3	2,316

TABLE X–10

Percentage of Hogs and Pigs Sold for Breeding, Herd or Flock, Through Various Channels and Relative Importance of the Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Other Farmer	Special Auction	Coop. Shipping or Selling Assn.	Number Reported
			East North Central States					
0–24%...........	....	13.8	3.4	....	82.8	....	....	116
25–49%...........	....	20.0	8.2	....	69.4	2.4	....	499
50–74%...........	....	42.4	....	1.2	56.4	....	....	85
75–100%..........	....	....	13.3	....	86.7	....	....	375
Total...............	....	14.1	8.9	.1	75.8	1.1	....	1,075
			West North Central States					
0–24%...........	....	12.8	....	....	87.2	....	....	141
25–49%...........	1.2	35.4	1.2	....	62.2	....	....	246
50–74%...........	....	10.6	...	....	89.4	....	....	85
75–100%..........	....	28.3	1.2	....	30.0	40.5	....	259
Total...............	.4	25.7	.8	....	58.9	14.2	....	731

TABLE X–11

Percentage of Sheep and Lambs Sold for Breeding, Herd or Flock, Through Various Channels and Relative Importance of the Livestock Enterprise, 1956

Percent of Cash Receipts Obtained from Sale of Livestock	Terminal	Auction	Dealer	Local Market	Other Farmer	Special Auction	Coop. Shipping or Selling Assn.	Number Reported
			East North Central States					
0–24%...........	2.1	.7	....	7.6	88.2	1.4	....	144
25–49%...........	3.2	9.1	....	....	87.7	....	....	187
50–74%...........	....	59.8	....	....	40.2	....	....	102
75–100%..........	....	....	....	....	78.5	21.5	....	79
Total...............	1.8	15.4	....	2.1	77.0	3.7	....	512
			West North Central States					
0–24%...........	....	58.6	4.5	....	36.9	....	....	133
25–49%...........	....	4.8	....	....	95.2	....	....	83
50–74%...........	.3	1.3	....	....	98.4	....	....	1,159
75–100%..........	....	35.2	28.6	....	23.5	....	12.7	472
Total...............	.2	14.2	7.6	....	74.7	....	3.3	1,847

Chapter XI

Summary

The period 1940 through 1956 brought major economic and social changes in the United States. These changes had important impacts on supply and demand for agricultural products and on technology used in agriculture.

This bulletin is the report of the first phase of the North Central Regional Livestock Marketing Research Project NCM-18 which has as its main objectives:

1. The determination of the relative importance of various types of markets in purchase and in sale of livestock by farmers in the North Central Region.
2. To determine what changes took place between 1940 and 1956 in livestock marketing channels.
3. To determine the importance of various factors affecting choice of market and factors leading to shifts between markets.

Data presented in this bulletin were obtained primarily from a sample of about 7,000 farmers drawn from the 12 North Central States and Kentucky. The data were collected from farmers by personal interview early in 1957 in 12 of the states and in 1954 in Iowa. For Iowa, farm data covering the calendar year 1954 were collected and adjusted to 1956 basis. For the other 12 states, 1956 data were collected. Data were expected to provide estimates of state and region totals for major classes of livestock sold and major classes of livestock purchased by farmers.

Data also were collected on reasons for choice of particular types of markets in buying and selling, characteristics of lots sold, extent of market agency visiting at farms, market news sources and other factors which it was felt might influence market choice.

The Classes of Livestock Sold, Outlets Used and Changes in Outlets Used

For the North Central States, the most important classes of livestock sold by farmers are slaughter steers and heifers and slaughter hogs. The relative importance of different classes varies greatly from one part of the region to another. In the dairy areas, located primarily in the lake states, and around densely populated centers, cull dairy cows and veal calves often are the major classes of livestock sold by farmers. In the range states feeder cattle and calves and feeder lambs usually are the most important classes of livestock sold.

For the 13 states, farmers sold about 28 million cattle and calves in 1956. Farmers reported 68 percent of these were sold for slaughter, 22 percent for feeding, and 5 percent for breeding. For part of the remaining 5 percent farmers listed 4H and for part they were not certain of the future use.

Total sales of hogs and pigs in the region in 1956 were approximately 71 million. Of these 89 percent were sold for slaughter, 9 percent for feeding, and 2 percent for breeding.

Sales of lambs in the 13 states totaled about 10 million head. Eighty-six percent were sold for slaughter, 8.5 percent for feeding and 5.5 percent for breeding.

For slaughter steers and heifers, the terminal markets were the most important type of market used by farmers in 1956. Sixty-eight percent of the slaughter steers and heifers were sold through terminal markets. Terminal markets also were the major outlet for other slaughter cattle and calves, (41 percent), slaughter hogs (35 percent), and slaughter sheep and lambs, (59 percent).

For slaughter steers and heifers and for slaughter sheep and lambs, direct sales to packers were the second most important type of outlet and auctions were third. For other slaughter cattle and calves auctions were second to terminals in percentage received. For slaughter hogs direct sales to packers were second and local market sales were third.

Auction markets were the most important outlet for feeder cattle and calves; direct sales to other farmers were most important for feeder pigs; and dealers were most important for feeder lambs. For all species of breeding livestock, direct sales to other farmers accounted for the major portion.

Some important shifts took place between 1940 and 1956 in livestock market outlets used by farmers. The major change which took place was the growth in sales of livestock of all classes through auction markets. In large measure, this change occurred as farmers shifted away from dealers to auctions as outlets for slaughter livestock and shifted to some extent from practically all other types of markets to auctions as outlets for non-slaughter livestock. The percentage of breeding livestock sold direct to other farmers increased between 1940 and 1956.

In general for slaughter livestock, the percentage going to terminal markets changed only slightly between 1940 and 1956. That going directly to terminals increased slightly for slaughter cattle and calves and for slaughter sheep and lambs, but the percentage going indirectly via livestock shipping associations declined slightly. As a result the total changed very little for cattle.

For slaughter hogs the percentage going directly to terminals declined and sales through shipping associations declined.

In 1956 the percentages of the total feeder cattle and calves which terminal markets received was almost the same as in 1940. But between 1940 and 1956 the percentage of feeder pigs and of breeding livestock received by terminals declined until it became only a negligible part of the total sold by farmers.

Between 1940 and 1956 the percentage sold directly to packers changed only slightly for slaughter cattle and calves and for slaughter sheep and lambs. The percentage of slaughter hogs sold directly to packers increased somewhat.

In purchasing feeder livestock the major sources used by farmers were auction markets, other farmers, and dealers. For all three species of breeding livestock, direct purchases from other farmers were the major source. Direct purchases from other farmers also accounted for a major part of the purchases of feeder pigs. However, for feeder cattle and calves, which was the major class of livestock purchased by farmers, auctions accounted for almost one-half of the total. For feeder sheep and lambs, dealers accounted for a larger percentage than either auctions or direct purchases from other farmers. The major changes between 1940 and 1956 in source of feeder livestock were increases in percentage coming from auctions and from dealers and the decline in percentage obtained from terminal markets.

Method of Sale

Almost all of the livestock sold by farmers were sold either by liveweight or by the head. Between these alternatives the method used depended largely on the class and expected use. Only a small percentage of the livestock sold by farmers for slaughter was sold on a head basis.

For some classes of livestock the value to the buyer is very closely related to the body weight. This is true of slaughter animals and heavy feeder livestock. However, for other classes even 10 or 15 percent difference in weight may be less important to the total value than ability to convert feed into usable products. This is true of very lightweight feeder stock and of many classes of breeding stock.

Livestock commonly were sold on a head basis when it appeared that the price per head was more important than the price per amount of weight or where weighing equipment was not available.

For the major slaughter classes—steers and heifers, barrows and gilts, and lambs—only about one percent was sold by the head. For discarded dairy stock, for calves, and for discarded ewes, the percentage sold by the head was much higher.

Most of the cattle and calves sold for feeder purposes were sold on a liveweight basis. However, about three-fourths of the deacon calves and four-fifths of the pigs sold for feeding were sold on a head basis. Practically all of the livestock sold for breeding purposes were sold on a head basis.

The percentage of livestock purchased by the head was greater for dealers and other traveling buyers than for buyers located at fixed facilities. Percentages of livestock sold on a head basis also were high for direct inter-farm sales.

Method of Hauling Livestock

For all three species, slightly over 50 percent of the animals sold by farmers in the East North Central States were hauled by commercial truckers. In the West North Central States, over 60 percent of the livestock sold by farmers were hauled from the farm by commercial trucks.

Hauling with a truck operated by the farmer, either his own or one borrowed from a neighbor, ranked as the second most important method of transporting livestock from the farm. Farmers hauled about 30 percent of the livestock in their own trucks and hauled about three percent in trucks borrowed from neighbors. Buyers' trucks accounted for most of the remaining transportation of livestock sold by farmers, (less than 10 percent of the total).

The major change which took place between 1940 and 1956 in method of hauling livestock sold by farmers was the decline in percentage hauled by buyers and an increase in percentage hauled in trucks operated by farmers. The change probably occurred mainly as a result of the large increase in number of trucks owned by farmers. It also appears to be related to the general decline in sales to dealers.

For livestock purchased by farmers, the method of hauling varied greatly between species and parts of the region. In both parts of the region, almost two-thirds of the hogs and pigs were hauled in the farmer-owned trucks. Practically all of the remainder were hauled by commercial trucks. For cattle and calves, commercial trucks were most important, and farmers' trucks were second. In the East North Central States rail was one of the major methods of hauling cattle and calves purchased by farmers. One-fifth of the cattle and calves purchased were hauled by rail.

For sheep and lambs in the West North Central States, commercial trucks accounted for about 60 percent. Most of the remainder was divided between farmers' trucks and railroads. In the East North Central States, 40 percent were hauled by rail and the remainder was divided between farmers' trucks and commercial trucks.

Methods used to haul livestock were related to distance. In general, most of the rail hauling was for long distances. Most of the hauling by farmers' trucks was over relatively short distances. Commercial trucks were a major method for all the distances, but were relatively most important for the intermediate distances.

Reasons for Choice of Markets

Four-fifths of the farmers interviewed indicated that in selling livestock they had only one outlet where they sold all of their major class. Only a very small percentage had several alternatives among which they chose before selling each lot.

The reasons for choice of a particular outlet for use in selling major lots varied between classes. In general, the major factor was the convenience of the outlet. Convenience sometimes meant availability of transportation of various types, but more commonly it meant nearness in terms of miles to a particular outlet.

Convenience was particularly important for sale of cull cows and veal calves which typically represented only a small part of total income of the farmers. For the other classes of livestock, which more typically represented a major source of farm income, farmers were more concerned about prices, or competition for the livestock they sold.

These reasons were reflected in shifts farmers made between markets. Most common shifts were away from terminal markets to local outlets. The shifts were made because the farmer felt the local outlets were much more convenient, or because marketing costs were less, or because some other services were provided. It appears that managers of different types of markets need to look carefully at reasons farmers gave for choice of markets and reasons for shifts. From these it is possible to see what changes need to be made to hold present patrons and to obtain new ones.

When buying livestock, farmers usually looked at more markets than they did in selling. Most of the farmers chose from among two or more sources.

The major single reason for choice of a particular source was the desire to avoid disease. Concern over disease led a large percentage of farmers to buy only directly from other farmers. Other commonly given reasons for choice of particular sources included ease in finding desired kind or quality, lower costs, and convenience.

The extent to which representatives of various market agencies visited farms and inspected livestock appears to have been an important factor in market selection for some farmers. However, the percentage of farmers who received visits from market agency representatives was very small.

Specific criticisms of market agencies by farmers varied widely between types of agencies. The most frequently given criticisms were that prices were too variable, marketing costs were too high, lack of buyer competition, inadequate supervision of weights, and unsanitary conditions.

Lot Size, Distance, and Choice of Outlet

Size of lots sold by farmers varied greatly between classes. For the major classes of slaughter and feeder livestock sold by farmers, (steers and heifers, barrows and gilts, and lambs) over 50 percent of the animals were sold in lots of twenty or more. In contrast, for other classes of slaughter and feeder livestock and for breeding, over 50 percent of the animals were sold in lots of one to nine head.

In general, lot size and distance were directly related. Within classes, the small lots usually were sold within 50 miles, and a high percentage of livestock sold in larger lots were shipped over 50 miles for sale.

Size of lot and distance also were related to type of market outlet used. Within classes and areas, terminal markets receive a high percentage of the larger lots. Dealers and auctions receive a somewhat higher percentage of the small lots than did other types of markets. However, for most classes, the differences between types of markets in percentage of animals received in various sized lots was relatively small.

Relative Importance of the Livestock Enterprise and Outlets Used

For the most important classes of livestock between 60 and 75 percent of the animals sold by farmers were consigned by farmers who received over 50 percent of the total cash receipts from livestock sales. For most major classes, the farmers who received over 50 percent of the income from sale of livestock used somewhat different channels in selling livestock compared with farmers who received less than 50 percent of their income from sale of livestock. In general, the percentage of livestock sold through terminals and direct to packers was higher for farmers who received 50 percent or more of their income from sale of livestock than for other farmers. Famers who obtained less than 50 percent of their income from sale of livestock made more use of auctions, lamb pools, and dealers in selling livestock.

In recent years, the number of head of livestock sold has been increasing and the number of farmers selling livestock has been declining. Thus, the number of head sold per farm selling livestock has increased. As livestock producers have become more specialized, the percentage of livestock sold by large specialized livestock producers may be expected to increase. The tendency of these specialized producers to sell a higher percentage of slaughter livestock through terminals, and direct to packers may be expected to partially offset the increasing preference of farmers for outlets which are nearest and or otherwise more conveniently located.

Market News

With modern news facilities, the farmer has up-to-the minute news available to him at practically all hours of the day. The major media farmers used for market news were radio and television, newspaper, farm magazines, newsletters, telephones, and direct contact with buyers and sellers.

Most farmers made use of two or more news sources and obtained reports on more than one type of market. Listings of media and types of markets reported showed an average of almost four per farmer. The average was somewhat higher in the West North Central States than in the East North Central States.

Market reports on terminal markets made up almost 70 percent of the total number of reports listed by farmers. Reports on auction markets made up about 10 percent of the total. Reports on local markets and packers each made up about five percent of the total.

Of the market news sources used by farmers, radio and television reports were most frequently used; they accounted for over 40 percent of the total reports. Newspapers and farm magazines each accounted for between 20 and 25 percent of the reports and telephone reports and personal interviews each accounted for about 4 percent.

In addition to news sources already mentioned, about one-fifth of the farmers obtained bids or appraisals on the livestock before sale. Only a few of the farmers who obtained bids, got them from more than one place before selling a particular lot.

Most of the farmers indicated they felt they had sufficient market news available. Of those who said more was needed, more or better outlook information was most frequently given as the thing needed. More information, more accurate or honest reports, and earlier reports also were frequently listed by farmers as market news needs.